will be seen that there is something radically wrong with costs prevailing in the Memphis district. As the matter now stands on high-class oak logs, the only possible way of getting even on their cost is to manufacture quarter-sawed stock, and when the quarter-sawed market is overloaded, and it has been for the last year, there is no money in that game.

The thing of first importance Memphis operators have before them, is to cut the price they are paying for logs a good five dollars a thousand, if they are going to attempt to continue business on a profitable basis.

Freight Movement on the Great Lakes

Lake commerce during September, as measured by the volume of freight shipments between domestic ports on the Great Lakes, aggregated 10,730,460 short tons compared with 11,892,412 short tons shipped during September, 1910. The lumber shipments for September were 142,686,000 feet, and the season has shown a lake shipment of 843,408,000 feet. These figures show a little smaller totals than the year before, which was the natural expectation.

Constructive Railway Policies

The Railway Business Association has issued a pamphlet under the title "Constructive Railway Policies in Many States in 1911," in which it reports that in the state legislative period of 1909 forty-one legislators passed 664 laws affecting railroads, and during the 1911 legislative period forty legislators passed only 276 laws, showing a decrease of 388 in number of enactments, or fifty-eight per cent. The association believes the publication of this fact to be important as reflecting the tendency of public opinion in the curtailment of the enactment of laws curtailing railroad prerogatives. It is contended that many states have enacted so much legislation as to seriously hamper the railroads in a sane and logical conduct of their own and the public's business.

The diminished number of laws would indicate a tendency to cease additional law-making affecting carriers. Further restrictions seem to be unpopular, and the average state legislature is now evincing anxiety to attract capital for the development of transportation and business, rather than to place laws on the statute books that shall discourage this development.

Overlooking a Good Bet

The talk was on the fads and fancies of the cabinet world, and of the furniture trade in particular, for various domestic and imported woods, and in the course of the talk the prediction was made to the Sales Manager that in the future every wood, native or imported, that had individual beauty of color or figure eventually will become a factor in the cabinet wood trade; that no one particular wood would ever again dominate as some of them have in the past and that there would be no general favorites, but a general disposition to look for new offerings and unique figure and color in woods.

The Sales Manager bristled a little at this and said: "No, there is nothing doing, and nothing in that kind of a proposition to encourage one to take it up. I know, for we have experimented with it a little. And right now we have stored away in our yards some special woods that we cut by way of experiment that are not selling and that I would be glad to move at a reasonable price.

"The trouble with these things is that when you undertake the marketing of anything new in wood you have to introduce it and create a market for it, and this takes so much time and money that it is not worth while. The same amount of effort will bring more returns if concentrated on pushing well-known products. For that reason I don't think any of these things will amount to much until the favorite woods become so scarce that there will not be enough to supply the needs, and they will simply have to turn to something else."

That sounded like good logic, and it was reasoning based on actual experience; therefore should have weight. Moreover, it is well known that many of the woods in high favor today had their original introduction by stress of circumstances that compelled it; by the scarcity of some other wood at some strenuous time in the industry, when the supply was not equal to the demand, necessitating the substitution of any and everything else available. Some of these substitutes eventually made a name and a place for themselves, and they are today highly valued and are not by any means regarded as substitutes.

Admitting all this, and accepting it without argument, when the situation is viewed from that point, there still remains this fact—a man maintaining that attitude is often overlooking some of the "best bets" of the trade.

There are some live-wire salesmen who have been looking so hard and going hungry so long for special talking points, for new features in their work, that they would literally tear their hair and shout "Good Lord" at the idea of letting an opportunity of this kind go by, and missing a chance to introduce something new.

Something new is the salesman's glory, something with features and talking points, and here we have a man regarding the time and trouble involved in introducing a new wood as a handicap, while other men are going hungry for something new to talk about on their rounds to arouse interest and to awaken the trade they visit.

It is worse than hiding a light under a bushel for a man to cut something unusual and unique in lumber, some new offering that is worth while, and then pile it away in a dark corner and simply mention it occasionally in his letters. Maybe, too, at the same time, his advertising space in the lumber journals is filled with stock or stereotyped matter merely setting forth that he is in a given line of business and has stock to sell. And there is hidden on some corner of his yard or in some nook of a shed something that should and easily could be made an enlightening feature in the advertising without in any way detracting from the value of his ad carrying the message that he is in the lumber business.

It is well for a man to shake up himself occasionally and look at things from different viewpoints, no matter whether he is a millman, sales manager, or a salesman on the road. There is more or less tendency, from the fact that we are creatures of habit, to fall into a groove or rut and assume a repellant attitude toward any and everything that tends to force us out of it and make us break new ground. It is when a man gets into this kind of a habit that he generally overlooks the "best bets" of the trade and, figuratively, goes to sleep at the switch.

Famous Holland Forest in Ruins

A terrific and disastrous wind-storm swept Holland on the night of September 30, which was the most severe ever experienced within the memory of the inhabitants. Not since the fearful Whitsuntide storm of 1861 has such havoc been wrought by the elements. The Hollanders were very proud of their "Hague wood," which was one of the forest preserves of that country, and it is alleged that this timber area was practically ruined. More than three thousand trees were torn up by the roots and now lie in windrows like grain swathes in the path of the mower's scythe. These are the beeches and the elms. The oaks were splintered and broken and their great limbs or the crowns torn off. The Hollanders aver that never again will this generation behold this wood in its stately majesty, and that ages will have to pass before it will regain its former glory.

An eye witness says that it is pathetic to see all these monarchs of the glade stretched low in an inextricable wilderness of intertwined branches and upturned roots. Thousands of people visited the forest wreck, undeterred by the obstacles. They came to pay a last farewell to the trees that had sheltered them in the hot summer days. Old men and old women came leaning on the arms of their sons and daughters, and silently stood looking at their fallen friends. In parts of the wood not a single big tree has been left standing. The grief of the citizens of The Hague can be best understood when it is known that this forest dates back more than four centuries, and it has sheltered the pleasure-seekers of many generations.

Pert, Pertinent and Impertinent

The Sawmill Zoo

The "hog" it was devouring
All the offal from the mill,
And grinding and a-crunching
Like a real hog guzzling swill,
When suddenly the "donkey"
Started up its wheezy bray,
As though by such procedure
It would drive the "hog" away;
But at that very moment
The old "nigger" butted in
And drowned both "hog" and "donkey"
Most completely with its din;
Just then appeared the "pony"
Loudly snorting round the bend
And brought the mill-zoo chorus
To a very sudden end.

—*F. B. W.*

A Cracker Lumberjack

A lumberjack from Georgia
Came hiking into town,
His name was Alex Ander
And he had won renown
For feats of strength and courage
While living on hardtack;
He was a woodland wonder—
A lumber crackerjack.

—*F. B. W.*

Some Strong

Brannigan: "Well, sor, my father was that sthrong he cud take a two-by-four in his hands an' wid wan twist, bingo!—kindlin' wood."

Flannigan: "That's aisy. Sure, my father was that sthrong he cud take a tillygraft pole in wan hand and wid wan twist, bango!—sawdust."

Mary's Clothes

Mary had a little lamb—
'Twas Persian—on her coat;
She also had a mink or two
About her dainty throat;
A bird of paradise, a tern,
And ermine made the hat
That perched at jaunty angle
On her coiffure, largely rat;
Her tiny boots were sable topped,
Her gloves were muskrat, too;
Her muff had heads and tails of half
The "critters" in the zoo;
And when she walked abroad I ween
She feared no wintry wind;
At keeping warm 'twas plain to see
She had all nature "skinned."

VERY APPARENT



Suggestion for a new and necessary frill for all full steel car equipped passenger trains.

Breaking the News

Mrs. Reno-Freed (to small daughter): "My darling, I want to tell you a secret. Your mother is going to be married again next week."

Daughter: "Oh, mamma! And after all the trouble we had with papa!"—*Boston Transcript.*

The gum tree is not the source of gum-drops, although some gum drops from it at times.

Sawdust as a food is not at all likely to make a hit with the lumberjack. The "salt horse" and beans of the old-time logging camp days would appeal more strongly to his gustatory desire.

Fraternal Order

Cassidy: "Phat orther is that yez jined, Dinny?"

Brophy: "Th' F. O. O. L. S."

Cassidy: "Th' Fools' orther, is it?"

Brophy: "No; but th' Fraternal Orther of Lumber Shovers."

Couldn't Wait

Tom: "Did her last husband die?"

Jack: "No; he resigned."—*Boston Transcript.*

In Forestal Parlance

Sawyer: "Hello, Canter! I hear you have bought another tract of timber land."

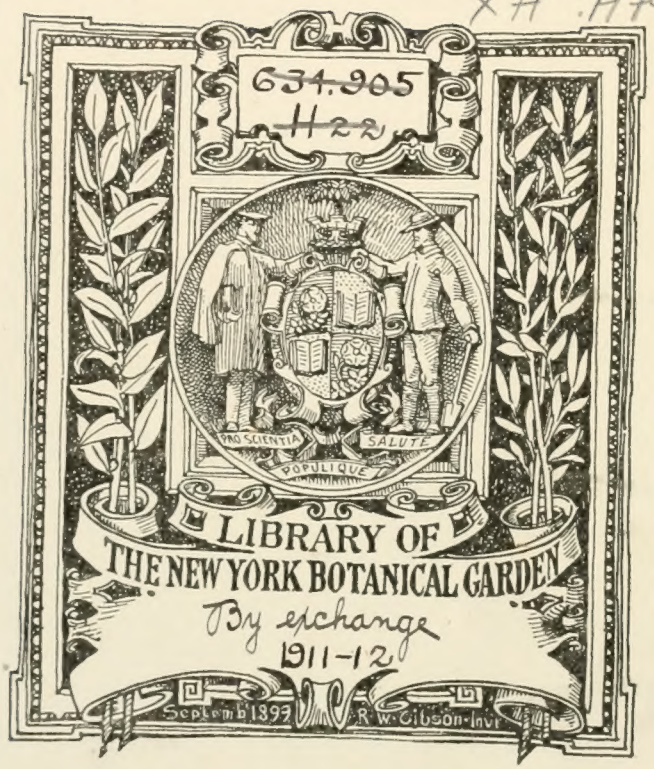
Canter: "Yes, I have picked up a few more trees. I am branching out, you know."

Sawyer: "Ah ha! I twig."

Those substitutes for wood will not contribute much to the supply of breakfast food. They lack the sawdust.

Ambition is a word that has been frequently given a wrong definition: abnormal faith in one's self. A better meaning is to want to go higher and to be willing to sweat for it.

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1911-12

Hardwood Record

Seventeenth Year, Semi-Monthly. V.33 no.1 CHICAGO, OCTOBER 25, 1911 Subscription $2. Single Copies, 10 Cents.

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HARDWOOD LUMBER

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BAND MILLS, MEMPHIS, TENN.

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All Kinds of High-Grade

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Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

35,000 ft. 5/8 Sap Poplar.
110,000 ft. 5/8 No. 1 Common Poplar.
40,000 ft. 5/8 No. 2 Common Poplar.
220,000 ft. 1" No. 1 & 2 Poplar.
40,000 ft. 1" No. 1 & 2 Qtd. Poplar.
70,000 ft. 1" No. 1 Common Poplar.
113,000 ft. 1" Sap Poplar.
60,000 ft. 1" No. 1 Common Poplar.
240,000 ft. 1" No. 2 Common Poplar.
125,000 ft. 2" No. 2 Common Poplar.
50,000 ft. 1½" No. 1 Common Chestnut.
30,000 ft. 2" No. 1 Common Chestnut.
160,000 ft. 1" No. 1 & 2 Qtd. White Oak.
270,000 ft. 1" No. 1 Com. Qtd. White Oak.
140,000 ft. 1½" Log Run Bass.

THE ATLANTIC LUMBER CO.

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Keys-Walker Lumber Co.

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Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

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Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

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LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

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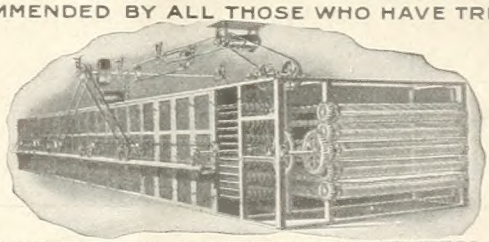
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Soft Yellow Poplar

band sawn, well manufactured, and are prepared to take care of orders covering any thickness from 5/8 to 5 inches. Mixed thicknesses our specialty direct from mill.

Mahogany

Thoroughly dry—any quantity. Ready for immediate shipment from our Philadelphia Yard.

Quartered Red Oak

Band sawed, all grades and thicknesses, showing fine figure. Good widths and lengths.

Chestnut

Can ship in straight or mixed cars. All grades. All thicknesses. Dry stock. Good widths and lengths.

4/4, 5/4 and 6/4 to 8/4, 10 inches and up, 12 inches and up, "band sawn"
Quartered White Oak
wider run, fancy figures—Nashville Yard.

Oak

Plain sawn, red and white, straight or mixed cars. Tennessee White Oak. West Virginia soft red oak. Prompt shipment. Dry stock.

Basswood

All thicknesses and grades or log run. Prompt shipment. Dry stock.

Soft Cork White Pine

for Patterns, Outside and Interior finish.

Strictly Gulf Cypress

for direct shipment from mill, or from Philadelphia Yard.

Cedar

200,000 4/4 Red cedar, also White cedar. Choice stock. Dry. Prompt shipment. Send us your inquiries.

Cherry Butternut Birch

Dry stock. Send us your inquiries.

Quartered White Oak

10" and up wide. 12" and up wide. Can ship in straight or mixed cars. 4-4, 5-4, 6-4 and 8-4 Handsomely figured, dry. Well manufactured.

Cypress Shingles

Hand Made — Split
Large stock of both 6x20 and 7x24 — 6"x20
No. 1 Hearts — Send in your orders

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CHICAGO ILLINOIS

WE WANT TO MOVE

2 cars 4/4 1s & 2s Yellow Poplar.
3 cars 4/4 Selects Yellow Poplar.
20 cars 4/4 No. 1 Common Yellow Poplar.
10 cars 6/4 No. 1 Common Yellow Poplar.
3 cars 8/4 No. 1 Common Yellow Poplar.
All Band Sawed and Equalized

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

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FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

Manufactured by

COBBS & MITCHELL, Inc.

CADILLAC, MICH. September 4th, 1911.

DRY STOCK LIST

4/4 Ash, No. 2 Common & Better	38 M
6/4 Ash, No. 3 Common & Better	50 M
4/4 Basswood, No. 1 Common	200 M
4/4 Basswood, No. 3 Common	52 M
1 x 3 & 4 Basswood, No. 3 Common	10 M
1 x 5 Basswood, No. 3 Common	16 M
1 x 6 Basswood, No. 3 Common	200 M
1 x 7 & up Basswood, No. 3 Common	60 M
4/4 Beech, No. 3 Common	68 M
4/4 Birch, No. 3 Common	21 M
4/4 Cherry, No. 3 Common & Better	9 M
4/4 Gray Elm, No. 2 Common & Better	25 M
8/4 Gray Elm, 1s and 2s	100 M
12/4 Gray Elm, 1s and 2s	60 M
8/4 Rock Elm No. 2 Common & Better	14 M
6/4 Hard Maple Step 1s and 2s	35 M
4/4 Soft Maple, No. 2 Common & Better	25 M

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DRY STOCK LIST

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CADILLAC, MICH. September 4th, 1911.

4/4 Ash No. 2 Common & Better	36 M
4/4 Ash No. 3 Common	30 M
4/4 to 8/4 Cherry No. 2 Common & Better	10 M
4/4 Birch & Cherry No. 3 Common	63 M
4/4 Gray Elm No. 1 Common	23 M
4/4 Gray Elm No. 2 Common	58 M
8/4 Gray Elm 1s & 2s	38 M
12/4 Gray Elm 1s & 2s	33 M
1x10 to 14 Hard Maple 1s & 2s	18 M
1x15 & up Hard Maple 1s & 2s	20 M
6/4 Hard Maple No. 1 & 2 Common	31 M
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1,000,000 ft.	5/4 No. 3 Common Beech & Maple,
400,000 "	6/4 No. 3 Common Beech,
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80,000 "	5/4 1st and 2nds Basswood,
80,000 "	8/4 No. 1 Common & Better Basswood,
50,000 "	6/4 No. 3 Common Elm.



BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.

2 Cars 5/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.
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100 M ft. 6/4 Log Run.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
30 M ft. 6/4 1st and 2nd.
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80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.

70 M ft. 6/4 No. 1 Common and Better.

6 M ft. 8/4 No. 1 Common and Better.
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165,000 feet 1" 1s & 2s Cottonwood.
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COTTONWOOD BOX-BOARDS

50,000 feet 9 to 12", bone dry.
150,000 feet 13 to 17".

CLEAR OAK SQUARES (DRY)

7,600 pcs. 2 x2 -16½".
7,000 pcs. 2 x2 -19".
2,500 pcs. 2 x2 -24".
3,800 pcs. 3 x3 -12".
200 pcs. 3½x3½ & 4x4-30".
224 pcs. 4 x4 -30 & 32".

GUM

2 cars 1" 1s & 2s Red Gum 12', 10% 10'.
3 cars 1" 1s & 2s Red Gum std. lghs.
4 cars 1" No. 1 Common Red Gum.
4 cars 1½" 1s & 2s Red Gum.
2 cars 1½" No. 1 Common Red Gum.
3 cars 2" 1s & 2s Red Gum, Bone Dry.

SAP GUM

5 cars 1" 1s & 2s Sap Gum.
9 cars 1" No. 1 Common Sap Gum.
150,000 feet 1" 13 to 17" Gum Boxboards, bone dry.

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HARDWOOD LUMBER, MAHOGANY & FOREIGN WOODS

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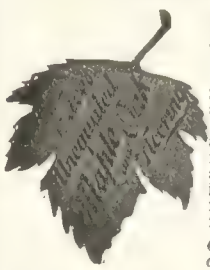
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ALL WOODS
SEND FOR STOCK LIST
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IT WILL PAY YOU

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SAVE YOUR MONEY BY USING THE

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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

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We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

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Have you all the money you want? Are you a bit "curious to know" where you could make MORE and do it easier? LOWER FACTORY COSTS means what? Bumps for your competitors—increased selling, and MORE profits. Is that right?

Your plant located here will give you LOWER FACTORY COSTS. Why? Site is free. Labor is plenty and cheap. Steam coal handy. R. R. rates favorable. River rates very low. Markets all around us. Electric power—light—cars. Low rents—taxes—insurance. If you plan to move, or expand with branch plants, write right now to Roy N. Adams, Secy. Commercial Club at

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10 cars 1" 1 & 2 Plain Red Oak.
20 cars 1" No. 1 Common Plain Red Oak.
3 cars 1" 1 & 2 Plain White Oak.
5 cars 1" No. 1 Common Plain White Oak.
1 car 1" 1 & 2 Poplar.
1 car 5/4 Saps Poplar.
2 cars 5/4 Common Poplar.
3 cars 4/4 1 & 2 Cottonwood.
2 cars 5/4 1 & 2 Cottonwood.
3 cars 2" 1 & 2 Cypress.
½ car 1" 1 & 2 Cypress.

Band Saw Mill and Yards
SELMA, ALA.

Office and Yards
CAIRO, ILL.

Thomas McFarland Lumber Co.

THOMAS McFARLAND, President & Treasurer

SOUTHERN HARDWOODS

Box 261

Cairo, Illinois

We can ship immediately from dry stock:

Four cars 6/4 1s and 2s Red Oak.
Four cars 6/4 1s and 2s Plain Red Oak.
One car 4/4 1s and 2s Quartered Red Oak.
One car 4/4 1s and 2s Quartered White Oak.
Three cars 5/4 No. 1 Common Plain Red Oak.
One car 8/4 No. 1 Common Poplar.
Two cars 6/4 1s and 2s Sap Gum.
And fifty other cars of dry stock.

SOUTHERN LUMBER COMPANY

CAIRO, ILL.

Hardwood Lumber and Dimension Stock

We furnish factories, stock cut to sizes they require, for furniture, chairs, refrigerators, tables, agricultural implements, novelties, etc., etc.

Send Us Your Inquiries

We want orders for oak bending stock, also sound common oak plank and timbers.

The H. B. BLANKS LUMBER CO., Cairo, Ill.

We have on hand the following High-Grade, Band-Sawed Stock, Dry and Ready for Immediate Shipment:

CYPRESS

4/4 Select	5,000 ft.	5/4 No. 2 Com.	93,000 ft.
4/4 Shop	5,000 ft.	6/4 1s & 2s	108,000 ft.
4/4 No. 1 Com.	8,000 ft.	6/4 Select	64,000 ft.
4/4 No. 2 Com.	15,000 ft.	6/4 Shop	44,000 ft.
5/4 1s & 2s	85,000 ft.	6/4 No. 1 Com.	40,000 ft.
5/4 Select	160,000 ft.	6/4 No. 2 Com.	14,000 ft.
5/4 Shop	63,000 ft.	8/4 1s & 2s	95,000 ft.
5/4 No. 1 Com.	100,000 ft.	8/4 No. 1 Com.	8,000 ft.

OAK

Plain Red		Quartered Red	
4/4 No. 2 Com.	60,000 ft.		
4/4 1s & 2s Panel, 12" & up	18,000 ft.	4/4 Panel, 10" & up	6,000 ft.

GUM

4/4 Box Boards, 8 to 12"	25,000 ft.	4/4 No. 1 Com.	100,000 ft.
4/4 1s & 2s	50,000 ft.	4/4 Panel, 18" & up.	8,000 ft.

RED GUM

4/4 1s & 2s	13,000 ft.	4/4 No. 1 Com.	25,000 ft.

SEND US A LIST OF YOUR REQUIREMENTS, AND LET US QUOTE YOU

8th ISSUE:

OUR SYSTEM in
the Office,
the Factory and Mill,
the Woods,
is such that mistakes and waste are reduced to a minimum.

You get the benefit, when dealing with

Williamson-Kuny Mill and Lumber Co.

MOUND CITY, ILL.

Producers from stump to car, of High Grade Lumber and Quarter-Sawed Oak Veneers.

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST AND 2ND QUARTERED WHITE OAK, 6" AND UP		...		6,000	10,000	18,000	85,000	8,000	6,000	.	. . .	...
1ST AND 2ND QUARTERED WHITE OAK, 10" AND UP							24,000	.....	...		..	..
NO. 1 COMMON QUARTERED WHITE OAK	...	.....	...	.	.	15,000	98,000	13,000	2,000	.	....	..
NO. 2 COMMON QUARTERED WHITE OAK	.	. .	. .	..	. . .	. . .	92,000	.....	.		.....	...
COMMON AND BETTER QUARTERED WHITE OAK STRIPS		.	.				24,000	...	.			...
NO. 1 COMMON QUARTERED WHITE OAK STRIPS						. . .	95,000	. . .	. . .	. .		.
1ST AND 2ND PLAIN WHITE OAK				3,000		28,000	60,000	...	...	21,000	. .	..
NO. 1 COMMON PLAIN WHITE OAK			. .	1,000	.	19,000	150,000	31,000	. . .	..		
NO. 2 COMMON PLAIN WHITE OAK						..	102,000			.		
1ST AND 2ND PLAIN RED OAK			.		15,000		198,000	26,000	23,000	.		
NO. 1 COMMON PLAIN RED OAK					8,000	10,000	125,000	36,000	25,000			
NO. 2 COMMON PLAIN RED OAK						6,000	95,000	...	..			
NO. 3 COMMON PLAIN RED OAK					1,000		146,000					
1ST AND 2ND RED GUM	13,000	20,000	27,000	31,000	53,000	12,000	105,000	10,000	31,000	18,000		
NO. 1 COMMON RED GUM	13,000		41,000	14,000	58,000	20,000	17,000	36,000	20,000	25,000		
1ST AND 2ND SAP GUM		6,000	21,000	15,000	10,000	37,000	81,000	11,000	19,000	17,000		
GUM BOX BOARDS, 12" TO 17"							17,000					
NO. 1 COMMON SAP GUM		3,600		91,000	11,000	33,000	57,000	17,000	1,000	1,000		
NO. 2 COMMON SAP GUM			5,000	20,000	23,000	25,000	155,000		19,000	2,000		
NO. 3 COMMON SAP GUM							69,000	92,000				
NO. 1 COMMON ASH									3,000	3,000		
NO. 2 COMMON ASH							14,000					
LOG RUN ASH							29,000			4,000		
NO. 1 COMMON CYPRESS							15,000			5,000		
NO. 2 COMMON CYPRESS							15,000			5,000		
LOG RUN CYPRESS										54,000		
LOG RUN ELM									3,000	20,000		
TUPELO GUM BOX BOARDS							4,000					
LOG RUN TUPELO							28,000			17,000		6,000
HICKORY LOG RUN												

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE ARE VERY ANXIOUS TO MOVE THE FOLLOWING STOCK:

200,000 FT. 12/4 LOG RUN SOUTHERN ELM.
75,000 FT. 6/4 LOG RUN SOUTHERN ELM.
200,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK.
170,000 FT. 4/4 NO. 1 COMMON QUARTERED WHITE OAK.
500,000 FT. 4/4, 6 TO 12″, 1ST & 2ND COTTONWOOD.
400,000 FT. 5/4, 13 TO 17″, 1ST & 2ND COTTONWOOD.
200,000 FT. 4/4, 22″ & UP, No. 1 AND PANEL COTTONWOOD.

WE WILL QUOTE YOU ATTRACTIVE PRICES IF YOU WILL WRITE US

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

E. SONDHEIMER CO.'S BARGAIN LIST

If you are in need of any of the lumber listed below, we can make you very close prices on same as we are anxious to reduce our stock on these items.

400,000 ft. 4-4 in. No. 1 Com. Plain White Oak.
150,000 ft. 4-4 in. No. 1 Com. White Ash.
200,000 ft. 5-4 in. No. 1 Com. White Ash.
70,000 ft. 6-4 in. No. 2 Com. White Ash.
150,000 ft. 6-4 in. 1s and 2s Cypress.
200,000 ft. 6-4 in. Select Cypress.
300,000 ft. 4-4 in. No. 1 Com. Cypress.
150,000 ft. 6-4 in. No. 1 Com. Cypress.
100,000 ft. 8-4 in. No. 1 Com. Cypress.
200,000 ft. 4-4 in. 1s and 2s Sap Gum.
200,000 ft. 6-4 in. No. 1 Com. Sap Gum.
100,000 ft. 6-4 in. No. 2 Com. Cottonwood.
150,000 ft. 5-4 in. No. 1 Com. Gum.

E. SONDHEIMER COMPANY, MEMPHIS, TENN.

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

IT'S THE BEST

QUARTER-SAWED WHITE OAK we have seen for a long time. It can't be otherwise—it's **band-sawn** by a "general" from **famous timber.** No. 1 Common & 1sts & 2nds; 5/4" and 6/4".

That No. 1 Common and 1sts & 2nds 1"–4" **PLAIN WHITE OAK** is in a class by itself and it's going fast.

You want that one last car of mixed **ASH,** 1"–4" — No. 1 Common and better.

Money for You in Our Prices

PHILIP A. RYAN LUMBER CO.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 **Station G, Memphis, Tenn.**

Mills at Memphis, Tenn., and Mound, Ark.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 3" FAS & No. 1 Com. Qrt. R. O.
1 car 1½" No. 1 Com. Plu. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Plu. R. O.
1 car 1¼" No. 1 Com. Plu. R. O.
2 cars 1½" No. 1 Com. Plu. R. O.
2 cars 1¼" No. 1 Com. Ash.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

THE GIBSON TALLY BOOK



Is now used by more than a thousand lumber producers and buyers.

By its use single, duplicate or triplicate tallies can be made.

A dozen-piece-tally and other forms of tickets in plate. Circular and price list on application.

Endorsed by Hardwood Manufacturers Association of the U. S.

GET NEXT TO A GOOD THING

ADDRESS

Tally Book Department,

HARDWOOD RECORD

CHICAGO, ILL.



GEORGE D. BURGESS

MEMPHIS, TENN.

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, . . TENNESSEE

QUART. WHITE OAK
140,000 ft. 4/4 1s & 2s
76,000 ft. 4/4 No. 1 com.
36,000 ft. 4/4 No. 2 com.
45,000 ft. 5/4 1s & 2s.
28,000 ft. 5/4 No. 1 com.
14,000 ft. 6/4 1s & 2s.
12,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 1s & 2s.
40,000 ft. 8/4 No. 1 com.
35,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
85,000 ft. 4/4 1s & 2s.
40,000 ft. 4/4 No. 1 com.
16,000 ft. 5/4 1s & 2s.
12,000 ft. 5/4 No. 1 com.
14,000 ft. 6/4 1s & 2s.
48,000 ft. 6/4 No. 1 com.
7,000 ft. 10/4 1s & 2s.
8,000 ft. 12/4 1s & 2s.

PLAIN RED OAK.
72,000 ft. 4/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
34,000 ft. 6/4 No. 1 com.
12,000 ft. 8/4 1s & 2s.

BASSWOOD
52,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
26,000 ft. 6/4 No. 1 com.

YELLOW POPLAR.
22,000 ft. 5/8 1s & 2s, 8"18"
16,000 ft. Box Boards, 13-17"
44,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & Wide, No. 1.
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
16,000 ft. 6/4 1s & 2s, 7" & up.
5,000 ft. 8/4 1s & 2s, 7" & up.
90,000 ft. 5/8 Sap & Select.
65,000 ft. 4/4 Sap & Select.
12,000 ft. 5/4 Sap & Select.
15,000 ft. 6/4 Sap & Select.
16,000 ft. 8/4 Sap & Select.
16,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
4,000 ft. 5/4 No. 1 com.
16,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 No. 1 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
16,000 ft. 6/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
18,000 ft. 6/4 No. 1 com.

ASH
14,000 ft. 4/4 1s & 2s.
12,000 ft. 6/4 1s & 2s.
16,000 ft. 4/4 No. 1 com.
14,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIALS"

25M 8/4 1s & 2s Quartered White Oak, 6" and up, bone dry, 10%, 10" and up wide.

5 cars 4/4 No. 1 Common Poplar, bone dry, bright stock.

5 cars 4/4 No. 1 Com. & Better Chestnut, bone dry.

5 cars 4/4 No. 1 Common Quartered Red Oak, bone dry, good widths.

Get Our Price

BONE DRY CHESTNUT

100,000 ft. 4/4 1s & 2s
50,000 ft. 5/4, 6/4 & S 4 1s & 2s
150,000 ft. 4/4 No. 1 Com.
75,000 ft. 5/4, 6/4 & S 4 No. 1 Com
200,000 ft. 4/4 to 8/4 Sound Wormy

Ask for special price.

OAK! POPLAR! HICKORY! ASH! TENNESSEE RED CEDAR! Our Own Manufacture

LOVE, BOYD & CO.

NASHVILLE, TENN.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: 1ST NATIONAL BANK BLDG., CINCINNATI, OHIO

Don't hesitate to write us about anything in hardwoods, whether it appears on this list or not, because we are adding new dry stock to these holdings at all times and our two band mills are running full capacity. Remember we have first-class planing mill facilities.

SEPTEMBER STOCK LIST

19,000 ft. 4 4 1s & 2s Chestnut
67,000 ft. 4 4 No. 1 Common Chestnut
12,000 ft. 5 4 No. 1 Common Chestnut
1,000 ft. 6 4 No. 1 Common Chestnut
7,000 ft. 8 4 No. 1 Common Chestnut
961,000 ft. 4 4 S. W. Chestnut
53,000 ft. 5 4 S. W. Chestnut
40,000 ft. 6 4 S. W. Chestnut
2,000 ft. 8 4 S. W. Chestnut
48,000 ft. 4 4 No. 2 Com. S. W. Chestnut
283,000 ft. 4 4 No. 3 Com. S. W. Chestnut
28,000 ft. 4 4 Qtd. S. W. Chestnut

928,000 ft. 4 4 No. 3 Common Poplar
99,000 ft. 5 4 No. 3 Common Poplar
207,000 ft. 6 4 No. 3 Common Poplar
78,000 ft. 8 4 No. 3 Common Poplar
288,000 ft. 4 4 No. 4 Common Poplar
67,000 ft. 5 4 No. 4 Common Poplar
155,000 ft. 6 4 No. 4 Common Poplar
37,000 ft. 8/4 No. 4 Common Poplar
88,000 ft. 4 4 Moulding Poplar
24,000 ft. 4 4 Mill Cull Poplar
10,000 ft. 4 4 Bung Poplar
36,000 ft. 4 4x12 Agricultural Poplar
5,000 ft. 4 4 No. 1 Com. Qtd. Poplar
153,000 ft. 4 4 Log Run Poplar

72,000 ft. 4 4 1s & 2s Ash
25,000 ft. 6 4 1s & 2s Ash
74,000 ft. 4 4 No. 1 Com. Ash
46,000 ft. 6 4 No. 1 Com. Ash
4,000 ft. 10 4 No. 1 Com. Ash
2,000 ft. 12 4 No. 1 Com. Ash
259,000 ft. 4 4 No. 2 Com. Ash
8,000 ft. 5 4 No. 2 Com. Ash
15,000 ft. 6 4 No. 2 Com. Ash
143,000 ft. 4 4 No. 3 Com. Ash
8,000 ft. 5 4 No. 3 Com. Ash
17,000 ft. 6 4 No. 3 Com. Ash
2,000 ft. 8 4 No. 3 Com. Ash

69,000 ft. 4 4 No. 4 Com. Ash
21,000 ft. 6 4 No. 4 Com. Ash

134,000 ft. 4 4 Log Run Basswood
16,000 ft. 6 4 Log Run Basswood
48,000 ft. 4 4 1s & 2s Basswood
22,000 ft. 4/4 No. 1 Common Basswood
10,000 ft. 4 4 No. 2 Common Basswood

170,000 ft. 4 4 No. 1 Common Red Gum
31,000 ft. 5/4 No. 1 Common Red Gum
13,000 ft. 6 4 No. 1 Common Red Gum
14,000 ft. 8/4 No. 1 Common Red Gum
187,000 ft. 4/4 1s & 2s Red Gum
19,000 ft. 5/4 1s & 2s Red Gum
18,000 ft. 6/4 1s & 2s Red Gum
12,000 ft. 8 4 1s & 2s Red Gum

367,000 ft. 4 4 1s & 2s Sap Gum
50,000 ft. 4 4 13" & up 1s & 2s Sap Gum
24,000 ft. 4 4 18" & up 1s & 2s Sap Gum
110,000 ft. 4/4 13" to 17" Gum Box Boards
100,000 ft. 6/4 1s & 2s Sap Gum
17,000 ft. 8 4 1s & 2s Sap Gum
202,000 ft. 4/4 No. 1 Com. Sap Gum
15,000 ft. 5 4 No. 1 Com. Sap Gum
24,000 ft. 6 4 No. 1 Com. Sap Gum
28,000 ft. 8 4 No. 1 Com. Sap Gum
91,000 ft. 4/4 No. 2 Com. Sap Gum
12,000 ft. 5 4 No. 2 Com. Sap Gum
12,000 ft. 6/4 No. 2 Com. Sap Gum
12,000 ft. 8/4 No. 2 Com. Sap Gum

21,000 ft. 2½ to 5½" Clear Face Strips
16,000 ft. 2½ to 5½" No. 1 Com. Strips
68,000 ft. 4 4 1s & 2s Qtd. W. Oak
2,000 ft. 5 4 1s & 2s Qtd. W. Oak
3,000 ft. 6 4 1s & 2s Qtd. W. Oak
29,000 ft. 4/4 No. 1 Com. Qtd. W. Oak

3,000 ft. 5/4 No. 1 Com. Qtd. W. Oak
1,000 ft. 6/4 No. 1 Com. Qtd. W. Oak
19,000 ft. 4 4 No. 3 Com. Qtd. W. Oak

13,000 ft. 4 4 Log Run Plain Oak
25,000 ft. 4 4 1s & 2s Plain Oak
4,000 ft. 5/4 1s & 2s Plain Oak
9,000 ft. 6/4 1s & 2s Plain Oak
7,000 ft. 8/4 1s & 2s Plain Oak
45,000 ft. 3/4 No. 1 Com. Plain Oak
214,000 ft. 4/4 No. 1 Com. Plain Oak
25,000 ft. 5/4 No. 1 Com. Plain Oak
12,000 ft. 6/4 No. 1 Com. Plain Oak
20,000 ft. 8/4 No. 1 Com. Plain Oak
7,000 ft. 3 4 No. 2 Com. Plain Oak
245,000 ft. 4 4 No. 2 Com. Plain Oak
19,000 ft. 5/4 No. 2 Com. Plain Oak
7,000 ft. 6/4 No. 2 Com. Plain Oak
18,000 ft. 8/4 No. 2 Com. Plain Oak
382,000 ft. 4/4 No. 3 Com. Plain Oak
38,000 ft. 5/4 No. 3 Com. Plain Oak
26,000 ft. 6/4 No. 3 Com. Plain Oak
36,000 ft. 8/4 No. 3 Com. Plain Oak
11,000 ft. 4/4 No. 4 Com. Plain Oak

15,000 ft. No. 1 Com. & Better S. W. Oak

28,000 ft. 4/4x4 to 11" Log Run White Pine
9,000 ft. 4 4x13" & up Log Run White Pine
100,000 ft. 5/4x12" & up Log Run White Pine
15,000 ft. 4/4 Mill Cull White Pine
8,000 ft. 5/4 Mill Cull White Pine

19,000 ft. 3/4 Log Run Hemlock
1,701,000 ft. 4 4 Log Run Hemlock
11,000 ft. 5 4 Log Run Hemlock
36,000 ft. 6/4 Log Run Hemlock
113,000 ft. 8 4 Log Run Hemlock

DIMENSION HEMLOCK
766,000 ft. 2" 2/4 to 2/12—10 to 20'

Quality is Remembered Long After Price is Forgotten

The New River Lumber Co.

GENERAL OFFICES:

1620 Union Trust Building

Cincinnati, Ohio

MILLS:

Norma, Tennessee

New River, Tennessee

FOR QUICK SHIPMENT WE OFFER

2 cars 4/4" No. 1 Common & Better Ash.
2 cars 4/4" No. 2 Common Ash.
1 car 6/4" Log Run Basswood.
1 car 5/4" No. 3 Common Basswood.
6 cars 6/4" No. 2 Common Poplar.
1 car 8/4" No. 3 Common Poplar.
2 cars 4/4" 1s & 2s Quartered Poplar.

WE SELL THE PRODUCT OF OUR OWN MILLS ONLY

Let Us Quote You

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, • OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

WANTED

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2 cars 4/4″ 18″ & up Panel & No. 1 Poplar.
1 car 8/4″ 1s & 2s Ash, 40% to 50% 14′ & 16′ long.
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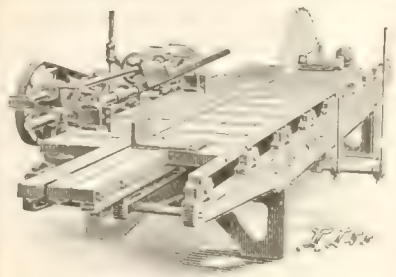
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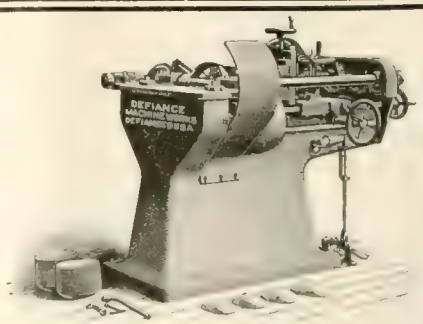
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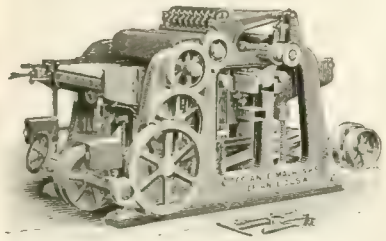
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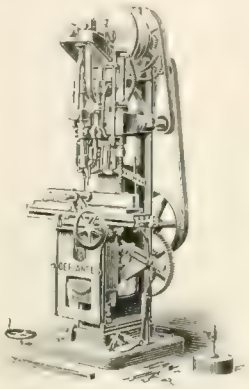
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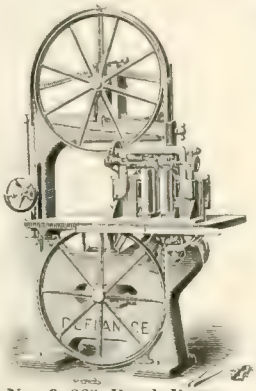
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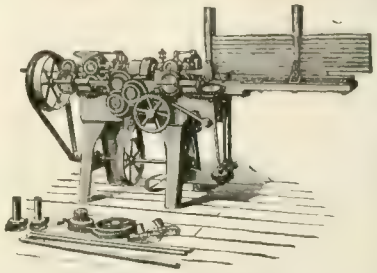
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Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

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OF ALL KINDS
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FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

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If you wish to turn your lumber into cash, should be pleased to receive your stock sheets and lowest prices less 2%.

We specialize in chestnut, plain oak and birch, and are always especially in the market for kiln-dried stock.

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Manufacturers are requested to supply lists of stock for sale

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33 Broad Street, - - BOSTON, MASS.

We have 100,000 FT. 8/4 QUARTER-SAWED HARD MAPLE, SQUARE EDGED, STOCK EIGHT MONTHS DRY.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Quartered Red Gum

Progressive manufacturers are always on the outlook for something new or at least something that will attract attention to their product to make it sell. Conditions are such now, and have been for some little time, that the man who makes the ordinary line of stock must sell at a close price or a cut price.

There can be no better example taken than that enterprising furniture manufacturing concern in Kentucky who is putting out all Quartered Red Gum furniture and calling it under a trade-mark name. Its success was assured from the minute it started.

Quartered Red Gum is the most distinctive wood that has yet been produced, and when finished in the right way, has no equal. It is better when used alone, but works well with Circassian Walnut. Our Quartered Red Gum is band sawn from choice logs 24" and up in diameter in the bottom lands of Arkansas—the St. Francis Basin. Although we say it is quarter-sawn it is really cut for figure. In this way the stock closely resembles Circassian Walnut, and the burls and stripes of Circassian are well represented.

Quartered Red Gum runs to very fine widths and mostly to 12', 14' and 16' lengths. We pile carefully, using 8 strips in a 12' pile—each length piled separately. Wide space between piles and thick piling strips allow thorough circulation of air for drying.

Put up in 1st & 2nds and No. 1 Common. From 5/8" to 3" in thickness. Grades both Quartered Red and Quartered Sap. Veneers 1/32" and thicker.

Don't wait until others start using Quartered Gum—get in touch with us now. If you like, we will call at your request. Remember, every step of success is told by men who first get into these new things. Write today.

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Whitewood, Oak, Chestnut, Elm, Basswood
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WE SHIP STRAIGHT OR MIXED CARS

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FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

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50,000 FT. 4-4 NO. 1 COMMON OAK
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36,000 FT. 8-4 NO. 2 COMMON OAK

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OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

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CHAS. K. PARRY & CO.

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Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress
Log Run Basswood

We Will Not Mix Grades

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R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

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¶ Correspondence solicited and inquiries promptly answered.

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4/4	Panel & No. 1, 18" & up	39,884'
4/4	1s & 2s	21,860'
4/4	Box, 13 to 17"	38,730'
4/4	Box, 6 to 10"	7,200'
4/4	C & B Saps	28,010'
4/4	No. 1 Com.	81,480'
4/4	No. 2 Com.	281,234'
4/4	No. 2 Com. & Bet.	20,360'
4/4	No. 3 Com.	145,750'
5/4	No. 1 Com.	600'
6/4	No. 1 Com.	16,115'
8/4	Sign Boards, 13 to 17"	14,112'
4/4	Qtd. C & B	18,350'
	OAK	
4/4	1s & 2s	24,460'
4/4	No. 1 Common	14,304'
4/4	No. 2 Common	28,750'
4/4	No. 3 Common	29,290'
4/4	Mill Cull	12,000'
4/4	11 x 14" Step	3,270'
4/4	Export	4,680'
	QUARTERED OAK	
4/4	1s & 2s	600'
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HEMLOCK HARDWOODS SPRUCE

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8/4 Common & Better Quartered Mountain Oak.
4/4 No. 1 Common Ash.
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6/4 & 8/4 Sound Wormy Chestnut.
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ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

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HARDWOODS

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1" Sound Wormy
1¼" Sound Wormy
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Will quote attractive price on

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Hardwood Flooring



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¶ At the present time our stock of Hardwood is very low, and we have nothing special to talk about to you save *Chestnut* and *Wide Poplar*.

¶ Within a few months our stock will be shaped up, when we will be glad to negotiate with you on our unexcelled *Great Smoky Mountain, rich Yellow Poplar, White Ash, Chestnut, Maple, Basswood, Bellwood, Sycamore, White Walnut* and *Cherry*.

¶ Be friendly, and let us hear from you.

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300,000 FEET POPLAR BOX BOARDS
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Also Nice Stock of Oak and Ash,
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MANUFACTURERS OF
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100,000'	1¼"	No. 1 Common Red Gum.
100,000'	1½"	No. 1 Common Red Gum.
20,000'	2½"	No. 1 Common Red Gum.
50,000'	3"	1st & 2nd Cl. Red Gum.

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Louis L. Jacques, Sec'y & Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, OCTOBER 25, 1911 No. 1

Editorial Comment

General Market Conditions

Hardwood marketing conditions in common and better grades have shown no essential change during the last fortnight from that prevailing for some months. The volume of business remains fair, but is made up of small requisitions; there seems to be no buying of large quantities. This condition is partially brought about by the inability of sellers to furnish large amounts of lumber. Stocks of dry, good hardwoods of nearly every description are notoriously short. Current manufacture of hardwoods the country over is generally at a pretty low ebb, and there is a manifest intention on the part of many of the large producers to curtail output until the demand and price are in a more satisfactory shape. The curtailment is being both preached and practiced in most of the areas producing large quantities of lumber.

There seems to be an increased demand of late for low-grade stuff. The box makers during the last fortnight in many instances have placed rather generous orders, which would indicate that they can see a considerable business in sight for boxes and shooks. Low-grade lumber is undeniably being marketed at less than the cost of production and freight, to say nothing about any stumpage value entering into the cost.

Cull hardwood grades in both the North and South are now down to the lowest price that has been obtained for them for several years. Happily, stocks of low-grade lumber are now down to normal, or below normal, and there surely will not be very much more bargain counter stuff for some time to come.

It is believed that the market is gradually absorbing the overstock of quarter-sawed oak with which it has been overloaded for more than a year, but there is going to be a letting up of increased production of quarter-sawed stock for some time. The experience of sawmill men who have bought high-grade oak logs at fancy prices, who have tried to make money out of making quartered stock, has been very disastrous for more than a year, and it is not probable that any manufacturer has made a dollar out of making it.

The inroads being made by wood substitutes are felt very severely by manufacturers of many kinds of hardwoods, but the craze for "tin" furniture, doors and automobile bodies manifestly has subsided and it is believed that wood will come back into its own logical place of distribution with increased demand before very long. There is also good reason to believe that steel car construction is proving such a failure that there will be a marked increase in the demand for wooden car materials. The oak people are feeling the decadence of demand for wood in the furniture trade, but this is more than made up in the aggregate by the increased call for red gum, which has really become a prime favorite in the construction of many lines of furniture.

It seems to be the disposition of a good many hardwood manufacturers to cease urging the sale of their lumber until after the first of the year, believing that they will find the market very bare of desirable items at that time, and secure a much better price for what they then have on hand. With this idea in view a good many lumber salesmen have been called off the road.

There is nothing that in any wise looks panicky in the general hardwood situation. On the contrary, manufacturers and jobbers alike look on the situation with optimism. All hands are simply standing pat and waiting for the good business that they know is not far in the future.

The Meat in the Steel Car Cocoanut

The series of articles which have appeared in HARDWOOD RECORD in its issues of September 25, October 10 and in this number, entitled "Steel vs. Wooden Passenger Cars," which have been written entirely without prejudice, but in an attempt to demonstrate the superiority in all particulars of wooden passenger and sleeping cars built on steel under frames over the ultra-modern type of all-steel construction, are securing the universal attention of railroad men, car builders and the traveling public.

In this movement, looking to a clear understanding of the situation surrounding the incursion of steel cars on American railroads, HARDWOOD RECORD has been most generously supported by publications like The Literary Digest, the Chicago Inter Ocean (both of which publications have devoted a large amount of space in handling the text and illustrations) as well as from hundreds of other leading publica-

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tions that are devoting much editorial matter to this important discussion.

The power behind this innovation in passenger car construction, and the support of many politicians in both Congress and the state legislative bodies to the movement, up to this time has been a mystery to railroad interests and the traveling public. Perhaps this great mystery can be most easily explained by reviewing the list of directors of the United States Steel Corporation, and of the Pullman Company, in which will be found quite a number of names in duplicate, not among the least of which is that of the nation's great commercial philanthropist, J. Pierpont Morgan.

The Pullman Company up to a recent period has been a marvelously prosperous institution, but in its annual statement for the year ended July 31, 1911, issued during the last few days, it shows a shrinkage of $2,773,465 in net earnings as compared with 1910. This, it is explained by the company, is occasioned partially by dull business in the manufacturing department, and partially because of the reduction in rates on upper berths; and that the ratio of operating expenses to gross revenue has increased. No statement is vouchsafed showing the reduction in revenues that was occasioned by the twenty-five per cent or less reduction in the price of upper berths, but it is safe to say that this item cuts but a very small figure in the immense shrinkage.

Would it not be fair to assume that the Pullman Company has been plunged into a series of extravagances in the building of a large number of steel cars which have been proved remarkably costly and very much inferior to the former splendid type built and employed by this company?

The fact must not be lost sight of that the steel trust has been exercising great ingenuity in securing new outlets for steel production which is much in excess of the world's logical requirements, and that it is just possible that the Pullman Company has been selected as a medium for working off a considerable portion of this extra capacity. To be sure, steel cars have been built on the basis of a philanthropic touting of insuring increased safety to the traveling public.

It has been pretty clearly demonstrated in the series of articles that have been published in HARDWOOD RECORD of late that this increased safety by the use of this type of car is absolutely mythical, and that on the contrary steel cars are a menace to the health of travelers; that they do not afford nearly so much safety as the former type of construction; that they are very costly to build and remarkably expensive to haul; that they are wretchedly extravagant consumers of steam for heating in cold weather, and veritable hell-holes of discomfort during the heated period.

Perhaps the wickedness of the "powers behind the throne" in the matter of construction of these cars can be best figured out, when the evidence is forthcoming from expert engineers, that this new type of car is overloaded with gross weight of steel for no reason other than to insure greater consumption of steel materials, and in place of insuring safety to the traveling public, these cars are now a positive menace to public safety and healthfulness, and an unwarranted extravagance in construction and haulage.

Another Forthcoming Attack on the Lumber Trade

In the last number of the Cosmopolitan Magazine it is announced that in the December issue will commence a series of articles by Charles Edward Russell, who "will tell you why you can't afford to buy even kindling wood any more. He will tell you how rich timber lands have been secured by fraud and theft from the government; how the pockets of the lumber trust have been lined by legislative bribery; how the corrupt money trail leads even to the United States Senate and induces some of our noble patriots in Washington to pass favorable bills. It is a great and wonderful system. If it didn't exist you might be able to build your house—your *own* house—without spending the rest of your natural life paying for it."

If there is any doubt in the mind of any member of the lumber trade about the pernicious and iniquitous character of the forthcoming articles by this author, it will only be necessary to make a review of the October issue of the now happily defunct Hampton-Columbian Magazine, in which this distinguished muck-raking genius has an article entitled "Speed," which is an onslaught on the entire methods prevailing in American railway construction, equipment and operation. It is a most vicious and uncalled for article, as it indulges freely in half-truths, the wickedest weapon known to the literary demagog.

If one-tenth of one per cent of the statements made in this article by Russell were true, it is a case of prima facia evidence that anyone riding in a modern, heavy steel passenger car is making an attempt at suicide. In this particular he may be right.

It is an open secret that the Cosmopolitan Magazine is owned by Hearst, and according to the evidence of the editorial manager of Mr. Hearst's newspapers: "Mr. Hearst believes that a lumber trust does exist." Apparently his chief effort in attempting to demonstrate the existence of this bugaboo is to employ the perverted talents of Charles Edward Russell to defame everyone associated with the industry.

Why Canada Defeated Reciprocity

A distinguished Canada-American lumberman writes HARDWOOD RECORD criticising the suggestion made in a recent editorial on the defeat of reciprocity that "Canada never has made any trade with the United States that it did not get much the better of the bargain."

This observation was perhaps carelessly written, but it had particular reference to the time, twelve or fifteen years ago, when the United States Congress in overhauling its tariff placed a two dollar duty on lumber. Canadian authorities immediately prohibited the exportation of logs, which for some years had been the chief source of supply for a score or more of Lake Huron, Toledo and Cleveland mills. This action was not in the form of a bargain, but it was a matter of retaliation in which Canada got very much the better of the deal.

The writer calls attention to the map of the North American continent in which he notes: "See where Maine is carved out of Canada like a dog's tooth. Have you forgotten the American slogan on the boundary question with Canada of 54-40 or fight, regardless of the rights of the question? Surely you have not forgotten the trade arrangement that once existed between Canada and the United States, which was broken off abruptly by this country, and your leading statesman publicly said the United States would starve Canada into annexation.

"Look up toward the western boundary of Canada and see how one-half of Canada is unjustly shut in from the seaboard. Do not forget that in the settlement of this and all other boundary questions the United States positively refused to submit to an impartial tribunal. This is a case of might against a smaller and weaker nation, and Canada had to take her medicine.

"The province of Ontario, which is the backbone of the Dominion of Canada, is settled largely by descendants of the United Empire Loyalists; people of good stock and proud of their British connection; people whose ancestors were refused amnesty by the thirteen colonies after the Revolutionary war, which was nothing more nor less than a civil war.

"On all these boundary and fishery questions, it was a case of the weaker nation having to submit or fight, and there was nothing else for Canada to do but to submit, but she has now come into her own, and this country cannot blame her for the stand she took in the recent election. She is only giving back, in a mild dose, a little of the medicine that the United States has handed her for over fifty years.

"Canada likes the Americans individually, and they are as welcome as brothers when they go over there, but as a nation, from past experience with the United States, she is afraid of them for she certainly has had it handed to her with every question that has ever come up between them. It is only a question of chickens going to roost.

"Most of the Canadian people hope some day to see the united states of Great Britain—Canada, Australia, and other parts of the empire occupying the same position in that empire as the different states in the American government do to Washington. Such a condition will be an ideal one—an empire controlling every acre in

five, and one in every five in population of the entire world—all united, with free trade between their borders, with duty against the rest of the world, would be in a position to control things. When this is accomplished, I know if the United States would evince a desire to come back under the old flag, she would be more than welcome. Then we will all be in partnership together."

The quotations above are printed simply as a suggestion that Canadians have good memories, and as the people of the United States have not yet ceased to wonder why reciprocity was defeated in Canada, the information in this letter and the spirit in which it is couched, possibly may enlighten them to a considerable extent.

The writer of this letter is a foremost American lumber manufacturer, with large interests in several states. He has made a good deal of money in this country. He is not only highly resepected by his associates in business, but is very much beloved as well, but it may be noted that he cannot forget that he was born and bred a Canadian, and his fealty is still with the parent country. Everybody loves him just the same.

Lower Fire Loss Ratio

In the October circular of the Lumbermen's Underwriting Alliance of Kansas City, it is stated that the month of August established two records: one that it was the first month of 1911 to show a decrease over the corresponding month of 1910 in fire losses; second, its losses were the lowest of any of the first eight months of 1911. It is believed that September will make at least an equally good showing when the totals are available.

The August losses amounted to a little more than twelve and a half million dollars, a decrease of about nine million dollars from those of August, 1910. The chief reason found in the reversal of the physical conditions of the two periods is that the fall of 1910 was extremely dry, while this year most sections received abundant rains during the late summer and fall.

There is every reason to believe that this country is becoming alarmed at the increased per capita in fire loss ratio, which is now quoted at $2.71, as against a maximum of fifty cents for European countries. The educational campaign inaugurated by governors, mayors and fire insurance people seems to be bearing fruit.

Prevention of fire is one of the first duties of every business man. It is a false conception to think that you as an individual have lost nothing when your neighbor's lumber yard burns. The loss affects you. As has been well stated: "The insurance companies create nothing; produce nothing. They are merely the trustees of a common fund to which everyone contributes." When your neighbor sustains a loss by fire, a portion of this loss is assessed against you. The fire insurance company does not pay it. Good housekeeping is eminently desirable on the part of every lumber manufacturer and wood-worker. It helps decrease your loss, and also helps decrease your neighbor's liability of loss.

UNSOLICITED TESTIMONIALS

Ahnapee Veneer & Seating Company

Manufacturers of

Setters and High Grade Veneers

Built-Up Panels, Flat or Shaped Quarter-Sawed Oak and Mahogany a Specialty

Algoma, Wis., Mar. 14, 1911.

Gentlemen: We regard HARDWOOD RECORD very highly, and speak of it only in terms of praise.

AHNAPEE VENEER & SEATING COMPANY.

Sawyer Goodman Company

Manufacturers of

Rough and Dressed Pine, Hemlock and Hardwood Lumber. Cedar Posts, Poles and Shingles

Marinette, Wis., Mar. 15, 1911.

Gentlemen: HARDWOOD RECORD is a well-known and highly esteemed trade journal, and suitable advertising placed in it would undoubtedly benefit the advertiser. It has an extensive circulation among the manufacturers, wholesalers and consumers of hardwood lumber, and is the only exclusive hardwood trade journal published, and for that reason carries considerable weight.

SAWYER GOODMAN COMPANY.

What Is Really Wanted

The editor of HARDWOOD RECORD is in receipt of a communication from Hon. James R. Mann, member of Congress from the second district of Illinois, stating that the Department of Agriculture from time to time publishes some very interesting information, and enclosing a short list of bulletins, stating that if any of them are wanted, on receipt of the list of numbers he will be glad to send them.

These information bulletins involve sundry topics, including "The Composition and Cooking of Meats;" "Facts About Milk;" "Standard Varieties of Chickens;" "Some Common Birds;" "Eggs and Their Uses as Foods;" "Squab Raising;" "Cultivation of Mushrooms;" "Cereal Breakfast Foods;" "Uses of Fruit as a Food;" "Silver Fox Farming;" "Deer Farming in the United States;" "Some Common Disinfectants;" "How to Destroy Rats;" "Harmfulness of Headache Mixtures;" "How to Destroy English Sparrows;" "Pheasant Raising in the United States;" "The Muskrat;" "The Construction of Concrete Fence Posts," etc., etc.

Perhaps it would be more courteous if the editor acknowledged receipt of the proposed courtesy of Mr. Mann to him personally or through the medium of the United States mail, but it will answer the purpose to state publicly that he is not particularly interested in the gratuitous information that has been prepared at so much labor and expense by the Department of Agriculture on the various subjects noted, but he, in common with the majority of lumbermen throughout the United States, would consider it of particular value if Mr. Mann would assist in securing from the Department of Justice a comprehensive report from that division of the government covering its more than four years' investigation in seeking out an alleged lumber trust.

Owing to the suspicion attached through this investigation, the lumber business in the country has been very much demoralized for several years. Legends are rife that a combination in restraint of trade exists among timber owners, lumber manufacturers and lumber wholesalers; that by reason of this investigation, and the withholding of any bulletins or report on this subject, the lumber trade is accused of asking exorbitant and almost prohibitory prices for lumber. It is alleged that lumbermen are robbers, incendiaries, defamers of character, etc., etc. The situation in the lumber trade is so grave that it is a serious undertaking for lumbermen in any branch of the industry to continue to do business and secure a new dollar for an old one.

If Mr. Mann really wants to do the editor of HARDWOOD RECORD and the lumber trade generally a courtesy, he will demand from the Department of Justice a report covering either a vindication of the lumbermen of the country from the accusations against them, or a report showing in what respect they are guilty of the iniquities with which they are charged.

The English Hardwood Trade

The wood circular of John H. Burrell & Co., of Liverpool, under date of October 2, recites that the supply of ash logs has been moderate and there is [illegible] inquiry for the new season's import:

supplies of black walnut logs have been light and large, prime wood is actively inquired for; in black walnut lumber the demand has been moderate and the market is firm. It notes that there is an improved demand for prime, clean hickory butt logs; in oak boards the market is very dull in all departments; there is a slightly increased inquiry, but values are not on a remunerative basis for cabinet oak planks; the market for oak coffin planks continues quiet, but the prospective demand for first-class shipments is better. In oak wagon planks the prospects are more encouraging in view of slightly improved demand. The market in poplar logs remains dull, and the trade in poplar lumber is quiet and too much pressure made to sell. The market in red gum remains unchanged.

There is apparently nothing in the English situation to warrant additional shipments of any variety of American logs or lumber at the present time, and consignments are especially to be deprecated

New Schools of Forestry

Growing interest in not only forestry pursuits but in the training of young men for various lines of work in connection with the forest and with lumbering operations is manifest by the constantly increasing number of forest schools of various types.

In addition to the famous Biltmore Forest School, of which Dr. C. A. Schenck is conductor, Yale University has a very complete school of forestry, as has the University of Michigan; and a large number of state agricultural colleges throughout the country maintain forest schools.

Among the more recent additions to forest schools is "Wyman's School of the Woods" at Munising, Mich., which is conducted by Thomas B. Wyman, a Biltmore Forest School graduate. This school was organized two years ago and its work is carried on in the forest surrounding Munising in all directions. There certainly is a good opportunity to study northern timber and lumber operations and manufacture in that region. Mr. Wyman has had considerable practical experience as forester for the Cleveland-Cliffs Iron Company, and he believes that a thorough knowledge of forestry work comes only through a practical, every-day contact with woods life. Mr. Wyman already has enrolled a considerable number of students in his new enterprise, and just now is attempting to put the school on a good financial basis by selling stock in his enterprise.

HARDWOOD RECORD is in receipt of a letter from Frank G. Miller, dean of the University of Washington, at Seattle, in which he announces a new course in connection with that university of logging engineering and forestry, which this year is being offered for the first time. It is proposed to put this department of the university on a practical basis.

There is also received at this office a letter from P. T. Coolidge, director of Colorado College, Colorado Springs, Col., announcing a Ranger Course offered by the Colorado School of Forestry.

Meeting of the Implement and Vehicle Men

It is to be regretted that many lumbermen interested in association work were not present at the eighteenth annual convention of the National Implement & Vehicle Association, which covered several days in Chicago last week.

This meeting was marked by features the desirability of which should appeal to lumber associations, and notably to the leading hardwood lumber associations of the country, in the respect that there were present as participants in the conference all divisions of the trade. The retailers were taken into the confidence of the manufacturers and in turn the manufacturers were taken into the confidence of the retailers. All discussions were of a heart-to-heart nature. Each division told the other its troubles, and throughout the meeting was manifested a spirit of friendliness and mutual support that could not fail to result in much good.

It was discovered that in common with the lumber trade, of which the implement and vehicle man forms an integral part, these people also have their commercial troubles. The spirit of the entire meeting was marked by the expressed necessity of thorough and close co-operation and of mutual support.

Perhaps the one distinguishing feature of the meeting was the expressed conviction that the competition of the future would not be based on inferior qualities and low prices, but on the basis of high quality and fair values. Every session of the meeting was marked by the discussion of broad-gaged policies, and the meeting constituted the basis of a liberal business education, not only for the implement and vehicle men but for lumbermen and all other manufacturers.

The Uses of Lumber

Unfortunately for the lumber industry, and equally unfortunate for the extended uses of forest products, this country as a whole is very deficient in expert knowledge of the particular uses to which different varieties of lumber may justly be placed. It is thoroughly believable that every kind of wood that grows has a logical use in commercial economies, and that every one has a variety of merits that makes it particularly desirable for specific purposes. With the paucity of knowledge of the qualities of wood in the United States, there is also such a misconception of true value that many kinds are employed for purposes for which they are illy adapted, and for which there are other kinds much better suited.

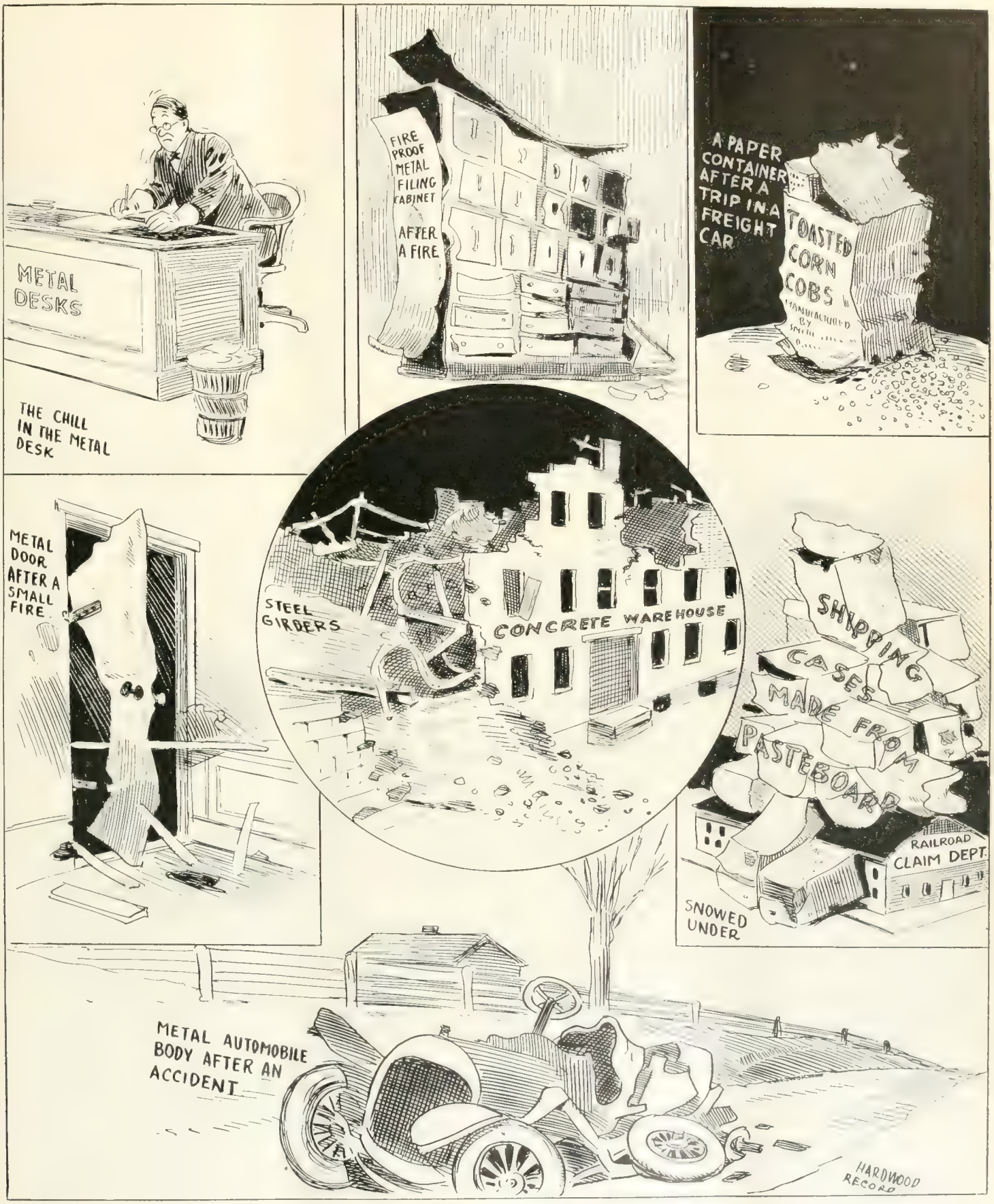
The Englishman, the German and the Frenchman know a good deal more about the physics of American woods than the majority of the people who produce and use them in this country. What American lumberman ever resorted to the practice of studying the specific gravity of a piece of oak to determine its value for a specific purpose? With great frequency specimens of American oak, and other woods are returned from Great Britain with criticism of their value based on their specific gravity.

The Forest Service of the United States has made sundry tentative efforts to establish certain important facts about American woods, and perhaps the incomplete work of making tests to demonstrate toughness, breaking strength, end-wise bending strength, density, etc., are of more importance than anything else that it has done. The Forest Service should have credit for a great deal of good work, although it is involved with a vast amount of expense in producing alleged statistics, price lists and a hundred-and-one matters that are of little or no value to the industry or to anyone else. The Service undeniably indulges in altogether too much "expert advice by amateurs," and can be criticised for undertaking many things in illumination of woods and the lumber industry that it does not finish.

There are more than three hundred varieties of American commercial woods, and it is high time that some plan were elaborated and carried into effect whereby a definite understanding can be reached as to the desirable qualities of all these varieties which would involve a separate analysis of their varying qualities depending on soil, latitude of growth or compensating altitudes, rainfalls, etc., etc. With these facts concerning wood in logical array, it would be comparatively easy to promote an exploitation campaign for the use of specific kinds for specific purposes, with the advance assurance that they are being commended for purposes that would insure the complete satisfaction of the user. It is foolish for the lumber trade to exploit any variety of wood as eminently desirable for all purposes. This kind of exploitation is very akin to the cure-all medicine advertisement and bears on the very face of the announcement that the claims are specious and fraudulent.

Right now lumbermen are deeply interested in working out a comprehensive exploitation campaign to insure to each wood a just recognition for sane and logical use, in places where alleged wood substitutes are making such deep inroads. To the mind of every lumberman it is certain that sundry materials are now being employed in lieu of wood where wood is much the better material. The lumber trade must first fully establish unassailable facts to demonstrate the special and true value of certain woods for sundry uses before it can intelligently start its campaign. While today there are thousands of well-known and well substantiated facts concerning the value of wood for certain purposes, there is still a greater number that are undemonstrated and unknown. These facts should be established, and then, and not until then, can a comprehensive campaign of exploitation of all kinds of woods be carried on to a successful consummation.

STOP THIEF!



Are they wood substitutes or honest wood counterfeits?

Builders of Lumber History

NUMBER CIV

GEORGE D. BURGESS

(See Portrait Supplement.)

The portrait of George D. Burgess, Memphis, Tenn., of the well known domestic and export hardwood manufacturing house of Russe & Burgess, Inc., forms a part of this number of HARDWOOD RECORD as its portrait supplement, illustrating Builders of Lumber History. Mr. Burgess is entitled to be included in this notable list of lumbermen, not only by reason of his commercial success, but on account of the wide acquaintance he possesses in the American, British and Continental lumber markets, and by the interest that surrounds his career, notably in conection with the hardwood export lumber business.

Mr. Burgess is of Maine and Vermont stock, and the history of his family runs back to the arrival in this country in the seventeenth century of the three brothers Burgess, two of whom settled in New England, and the third one going to Virginia. Mr. Burgess' great-grandfather was born in Vermont; his father, Caleb Chapin Burgess, was a native of Springfield, Vt. His mother, who was a Higgins, was born in Lewiston, Me.

George D. Burgess was born November 12, 1862, at Indianapolis, Ind., and was educated in the public and classical schools of that city. It was the young man's boyhood ambition to complete his education at Yale, and eventually undertake a professional pursuit, as had been the custom of the majority of the Burgess family. However, the death of an uncle, which occurred in 1878, who had charged himself with the assistance of George in his commendable ambition, changed the whole course of the life of the young man, as he found himself obliged to go to work to make his own living.

Mr. Burgess' first employment was as a messenger boy for the Vandalia railroad, from which position he graduated as bill clerk, and then at the age of eighteen he became cashier of the local station of this road at Indianapolis. He was not satisfied with the prospect of advancement in railroad work, and secured a position with Coburn & Jones, a firm that had been in the retail lumber business in Indianapolis for well toward a half century. In this lumber yard he secured the basis of his knowledge of the lumber business. He had to do with the shipping of lumber and worked incessantly in an acquisition of knowledge of every detail of lumber affairs that might fit him for advancement. At the age of twenty-two years he became manager of the Michigan Lumber & Coal Company. Somewhat earlier he had become acquainted with W. H. Russe, his present associate in business. Mr. Russe was then with the sales department of H. C. Long of Indianapolis. This acquaintanceship ripened into friendship, and the two young men frequently got together and figured on ways and means of getting into the lumber business together. For commercial reasons a third party was invited into their scheme, and that was Henry Latham, cashier of the Indianapolis National bank of Indianapolis. A partnership was arranged under the firm name of Russe, Latham & Burgess, with a lumber yard on east Michigan street, near the Big Four tracks, Indianapolis. This was in November, 1888. The business was established originally as a hardwood wholesale house, and while the concern has always been a large buyer of hardwoods, latterly it has also become a stumpage owner and manufacturer of hardwoods on its own account. In 1890 a branch yard was established at Cairo, Ill. In 1891 Mr. Latham retired and the corporation of Russe, Burgess & Banning was formed. The double band mill of the Wolverine Lumber Company at Cairo was leased and operated. Later this mill was sold to the Chicago Mill & Lumber Company, at which time Mr. Banning sold his stock, and Messrs. Russe and Burgess continued together as partners until the corporation of Russe & Burgess, Inc., was formed.

In 1898 Russe & Burgess established a branch yard at Memphis, on the ground of the present location of its sawmill and lumber [illegible] Randolph [illegible] Illinois Central tracks. In 1897 the firm purchased the business of the Hardwood Lumber Company of Memphis, and gradually the entire business of the institution has been transferred to that city.

It was early in 1896 that Mr. Burgess and his partner went systematically into the hardwood export trade. Mr. Russe made the first trip abroad, and the following year Mr. Burgess spent three months in Great Britain and on the Continent. These European trips have been continued annually by either Mr. Burgess or his partner since that time, which continue from three to six months and combine business with pleasant travel. Mr. Burgess has just returned to Memphis from an extended canvass of England and the Continent and has deemed it expedient and efficient to establish a branch of his house at St. Benet Chambers, corner Fenchurch and Gracechurch streets, London, E. C.

Mr. Burgess married on January 20, 1892, Miss Lilly George Early of Baltimore, and Mrs. Burgess continues to be the sweetheart and companion of her husband on nearly all of his trips.

Mr. Burgess is a tremendous worker, and is essentially a creator of business. It is through his personal efforts that sundry varieties of American hardwoods have been introduced to the favorable consideration of foreign buyers, and his house enjoys a most enviable reputation on the other side of the Atlantic for the high character of its product. The Russe & Burgess trademark to the minds of many foreign buyers is prima facia evidence of quality of wood and manufacture and character of inspection.

Mr. Burgess is the recipient of much social attention, both at home and abroad, and being an especially entertaining mixer, is very popular with lumbermen on both sides of the Atlantic. He is a consistent lumber association man and gives much of his time and energies to the furthering of methods to insure uniformity and stability of inspection. He was treasurer of the National Hardwood Lumber Association up to the time the offices of the secretary and treasurer were consolidated into one. He is not only still allied with this association, but with the National Wholesale Lumber Dealers' Association, and has, furthermore, been the recipient of many honors from his local lumber organizations.

While Mr. Burgess is of that type of American business man that devotes a large portion of his energies to furthering his business interests, he also takes time for social enjoyment among his fellows, and his personal popularity is only exceeded by his suavity and dignity of manner. He is a remarkably convincing talker, and perhaps may be regarded essentially as a salesman. In fact, he has few peers in carefully analyzing lumber affairs in general and specifically to his large coterie of customers. If a hardwood lumber sale can be effected in the United States, Great Britain or the Continent, Mr. Burgess is pretty sure to accomplish that result. He and his principal associate in business, Wm. H. Russe, certainly are a great team in hardwood production and distribution. Their peculiar abilities seem to compliment each other to the end that Russe & Burgess, Inc., stands today as practically the leading hardwood export house of the United States.

In connection with the export business, and apropos to the success of Mr. Burgess and his associates in this field, it may be noted that exporting American hardwoods on a profitable basis is a good deal more of a science than is the handling of domestic trade. In all lumber history no American has ever achieved a considerable fortune out of exporting lumber, and the failures that have been made in this undertaking are too numerous to be tabulated. Perhaps Russe & Burgess, Inc., are entitled to the credit of having achieved a greater measure of success in this division of the lumber business than any other concern, and it has been achieved only by reason of the fact that they give their business close personal attention, and "sit on the safety valve" every minute.

Steel vs. Wooden Passenger Cars

THIRD PAPER

STEEL CAR BILLS PENDING IN CONGRESS

HARDWOOD RECORD has received nothing but commendatory letters of the thesis it has published in the last two issues showing the superior qualities of wooden passenger cars on steel underframes, as compared with the ultra-modern type of steel cars. These encomiums come not only from hardwood producers, who naturally would be prejudiced in a desire to have the use of wood continued in car construction, but also from many prominent railroad officials and car builders. One notable car builder advises that while he has a million dollars invested in a plant especially for the building of steel cars, he cannot consistently commend them, and deprecates their further building.

Undeniably this steel car construction is a fad, and is inspired on the one hand by well meaning persons in an attempt to secure greater safety for passengers, and on the other hand by the producers of steel to secure increased consumption of the materials produced by them.

Notwithstanding a broadcast invitation made not only by HARDWOOD RECORD, but through the scores of daily newspapers and magazines that have reproduced the previously published articles on this subject, stating that this paper would be glad to publish any and all arguments in favor of superior elements of safety, efficiency, healthfulness and comfort of steel cars over those built of wood, there has not been a single argument thus far presented in their favor.

The public should bear in mind that certain congressmen, possibly inspired by a desire to insure greater safety to the traveling public, are the authors of sundry steel car bills that are now pending in Congress. Attached hereto these measures are reprinted. Every one of them have objectionable features, and it is up to individual hardwood lumbermen and hardwood lumber associations, and everyone else interested in securing the maintenance of the best type of railroad passenger equipment possible, that every effort should be made to defeat them.

H. R. 5291

On April 15, 1911, in the House of Representatives, Congressman Esch introduced the following bill which was referred to the Committee on Interstate and Foreign Commerce and ordered to be printed:

A bill to promote the safety of travelers on railroads by compelling common carriers engaged in interstate commerce to strengthen the construction of day or passenger coaches, mail cars, chair, smoking and combination cars and tourist sleepers, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That from and after the first day of January, nineteen hundred and twelve, it shall be unlawful for any common carrier engaged in interstate commerce by railroad to construct and put in use for the first time after said date, and to use and operate upon its line any day or passenger coach, mail car, chair, smoking or combination car or tourist sleeper for purposes of interstate passenger traffic, the construction of which shall not conform to a standard, of which the following specification shall be deemed essential parts:

a. A strong, heavy underframe, with end and side sills of steel or other metal, and with not less than four girders or sleepers of steel or other metal running the entire length of said underframe, including end platforms, and firmly fastened or bolted to the buffer beams at each end of the car; said side sills and girders or sleepers to be firmly framed and fastened together with the necessary bolts, tie-rods, plates and angle iron and covered with a steel floor of one-fourth inch plates: Provided, That thereby no obstruction be made to the proper attachment and operation of suitable air or automatic brakes and automatic couplers already required by law.

b. A vertical vestibule frame of steel or other metal securely built upon the end platforms of said cars after the manner of construction now employed in the vestibule construction of improved modern sleeping cars.

c. A superstructure whose side and framework shall consist of suitable standards or vertical posts of steel or other metal securely built upon the side and end sills and fastened to one another by suitable metallic crossties and diagonal braces, allowing spaces for windows and doors. The car roof to be supported by suitable rafters of steel or other metal suitably curved and fastened by means of arched bars or plates to the tops of said vertical standards or posts.

Sec. 2. That prior to the expiration of the said first day of January, nineteen hundred and twelve, the American Railway Association is authorized hereby to designate to the Interstate Commerce Commission models or standards for the classes of cars affected by this act on both narrow and standard gauge lines constructed upon the specifications set forth in section one of this act; said models to be complete in detail, due regard being had to weight, strength of materials, and resisting power in case of collision. Upon their determination as to such models or standards being certified to the Interstate Commerce Commission, said commission shall at once give notice of the standards or models fixed upon to all common carriers, owners or lessees engaged in interstate passenger traffic in the United States by such means as the commission may deem proper. But should said association fail to determine such models or standards as above provided, it shall be the duty of the Interstate Commerce Commission to do so before the first day of January, nineteen hundred and twelve, and immediately give notice thereof as aforesaid. After the first day of January, nineteen hundred and eighteen, no day or passenger coaches, mail cars, chair, smoking or combination cars or tourist sleepers shall be used and operated in interstate traffic which do not comply with the standards or models above provided for.

Sec. 3. That for the purpose of securing the design of said models or standards above provided for, whether by said American Railway Association or by said Interstate Commerce Commission, the sum of five thousand dollars is hereby appropriated out of any money in the treasury of the United States not otherwise appropriated.

Sec. 4. That any such common carrier engaged in interstate passenger traffic, constructing and putting in use for the first time after said first day of January, nineteen hundred and twelve, and using and operating the same, and permitting the same to be used and operated on its line, any car not conforming to the standard or model prescribed by this act, and any such common carrier using any cars after the said first day of January, nineteen hundred and eighteen, of the class and character affected by this act, which do not conform to the model hereinbefore prescribed, shall be liable to a penalty of one thousand dollars for each and every such violation, to be recovered in a suit or suits brought by the United States district attorney in a United States district court having jurisdiction in the locality where such violation shall have been committed, and it shall be the duty of such district attorney to bring such suits upon duly verified information being lodged with him of such violation having occurred; and it shall also be the duty of the Interstate Commerce Commission to lodge with the proper United States district attorney any such violation as may come to its knowledge: Provided, That nothing in this act contained shall apply to electric car lines or street car lines engaged in interstate passenger traffic.

Sec. 5. That the Interstate Commerce Commission may from time to time, upon full hearing and for good cause, extend the period within which any common carrier shall comply with the provisions of this act.

H. R. 11822

On June 17, 1911, in the House of Representatives, Congressman Talcott of New York, introduced the following bill which was referred to the Committee on Interstate and Foreign Commerce, and ordered to be printed:

A bill to promote the safety of passengers upon railroads by compelling common carriers engaged in interstate commerce to use cars constructed of steel, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That from and after the first day of January, nineteen hundred and fifteen, it shall be unlawful for any common carrier engaged in interstate commerce to use on its line for the interstate transportation of passengers any car not constructed of steel upon a plan approved by the Interstate Commerce Commission.

Sec. 2. That after January first, nineteen hundred and fifteen, any person, firm, company or corporation engaged in interstate commerce by railroad shall refuse from connecting lines of road any car used for the interstate transportation of passengers not constructed in accordance with the provisions of the first section of this act.

Sec. 3. That any such common carrier using on its line for the interstate transportation of passengers any car in violation of any of the provisions of this act shall be liable to a penalty of one thousand dollars for each and every such violation, to be recovered in a suit or suits to be brought by the United States district attorney in the district court of the United States having jurisdiction in the locality where such violation shall have been committed; and it shall be the duty of such district attorney to bring such suits upon duly verified information of such violation being lodged with him; and it shall be the duty of the Interstate Commerce Commission to lodge with the proper district attorneys information of any such violations as may come to its knowledge.

Sec. 4. That the Interstate Commerce Commission may from time to time, upon full hearing and for good cause, extend the period within which any common carrier shall comply with the provisions of this act.

H. R. 12416

On July 12, 1911, in the House of Representatives, Congressman Talcott introduced the following bill which was referred to the

Committee on Interstate and Foreign Commerce, and ordered to be printed:

A bill to promote the safety of passengers and other persons upon railroads by compelling carriers engaged in interstate commerce and in carrying United States mails to properly locate in trains cars constructed of wood.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That from and after the first day of January, nineteen hundred and twelve, it shall be unlawful for any common carrier engaged in interstate commerce or in carrying United States mail to locate or run in any train between adjoining steel cars, or between the engine and steel car adjoining, any wooden mail car, any wooden express car used in interstate traffic, or any wooden car used for the interstate transportation of passengers.

Sec. 2. That any such common carrier violating the provisions of this act shall be liable to a penalty of five hundred dollars for each and every such violation, to be recovered in a suit or suits to be brought by the United States district attorney in the district court of the United States having jurisdiction in the locality where such violation shall have been committed; and it shall be the duty of such district attorney to bring such suits upon duly verified information of such violation being lodged with him; and it shall be the duty of the Interstate Commerce Commission to lodge with the proper district attorneys information of any such violations as may come to its knowledge.

H. R. 13038

On July 28, 1911, in the House of Representatives, Congressman Taimadge of New York, introduced the following bill which was referred to the Committee on Interstate and Foreign Commerce and ordered to be printed:

A bill to promote the safety of passengers and others upon railroads by compelling common carriers engaged in interstate commerce to use cars constructed of steel, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That from and after the first day of January, nineteen hundred and sixteen, it shall be unlawful for any common carrier engaged in carrying United States mails to use on its lines any mail car not constructed of steel, and that from and after the first day of January, nineteen hundred and eighteen, it shall be unlawful for any common carrier engaged in interstate commerce to use on its lines in interstate traffic or in interstate transportation of passengers any express car, baggage car, or passenger car not constructed of steel.

Sec. 2. That from and after January first, nineteen hundred and twelve, it shall be unlawful for any common carrier engaged in carrying United States mail, to locate or run in any train between adjoining steel cars or between the engine and an adjoining steel car, any mail car not constructed of steel; and from and after the said first day of January, nineteen hundred and twelve, it shall be unlawful for any common carrier engaged in interstate commerce to locate or run in any train on its line in interstate traffic or in interstate transportation of passengers between adjoining steel cars, or between the engine and an adjoining steel car, any express car, baggage car, or passenger car not constructed of steel.

Sec. 3. That from and after January first, nineteen hundred and thirteen, any common carrier engaged in carrying United States mail is prohibited from bringing into use on its line any new mail car not constructed of steel; and that from and after January first, nineteen hundred and thirteen, any common carrier engaged in interstate commerce is prohibited from bringing into use on its line in interstate traffic or interstate transportation of passengers any new or additional express cars, baggage cars or passenger cars unless constructed of steel in accordance with plans approved by the Interstate Commerce Commission.

Sec. 4. That any such common carrier using on its lines any mail car, express car, baggage car or passenger car in violation of any of the provisions of this act shall be liable to a penalty of one thousand dollars for each and every such violation, to be recovered in a suit or suits to be brought by the United States district attorney in the district court of the United States having jurisdiction in the locality where such violations shall have been committed; and it shall be the duty of such district attorney to bring such suits upon duly verified information of such violation being lodged with him; and it shall be the duty of the Interstate Commerce Commission to lodge with the proper district attorneys information of any such violations as may come to its knowledge. Every distinct violation shall be a separate offense, and in case of a continuing violation each day shall be deemed a separate offense.

Sec. 5. That the Interstate Commerce Commission may from time to time, upon full hearing and for good cause, extend the period within which any common carrier shall comply with the provisions of section one of this act, and the Interstate Commerce Commission may from time to time, after such investigation as may be necessary, permit any such common carrier to use particular mail cars, express cars, baggage cars or passenger cars that may be deemed by the commission to be reasonably safe and proper.

FAVOR IN WHICH STEEL CARS ARE HELD BY INTERSTATE COMMERCE COMMISSION

A resolution was passed by the Senate on June 25, 1910, calling upon the Interstate Commerce Commission for information relative to the cost of building and maintaining railway postoffice cars. The commission made a report in which the following statement occurs:

We regard the steel car for use in passenger trains as having passed the experimental stage, as is evidenced by the rapidly increasing use of that type in newly constructed sleeping cars, coaches and dining cars. There can be no doubt that a steel mail car will afford much more protection to the safety of the employes in the car, as well as to the mail matter. The cost of the steel car is but little more than that of a wooden car. The cost of maintenance of the steel car cannot be accurately stated at this time, but there is no reason to assume that it will be much greater than of a wooden car. In any event the extra cost of construction and maintenance cannot equal the advantages arising from the added safety which the steel car affords. We think that hereafter steel mail cars should be constructed in the place of other types made partly or largely of wood.

As a result of this report, and the action of the postoffice department, bills calculated to eliminate wooden cars for railway postoffice purposes were introduced in the last session of Congress, as recited in the early part of this article, and are now pending. This report makes it certain, in the light of the evidence at hand at the time, that the Interstate Commerce Commission was very favorably prejudiced in favor of all-steel cars.

THE NATIONAL RAILWAY COMMISSION'S ATTITUDE

More recently the National Railway Commission, composed of members of the various state commissions, and the Interstate Commerce commissioners, in reporting on pending legislation, and referring specifically to the proposed measure that no railroad be permitted to use for interstate transportation of passengers any car not constructed of steel, upon the plan approved by the Interstate Commerce Commission, notes:

The commission has considered this latter bill and has approved of its general purpose as a reasonable provision for greater safety. The following modifications have been suggested by the commission:

1. That its provisions should include all mail, baggage and express cars.

2. That the limit of time within which carriers should be permitted to bring into use new equipment not in conformity with the provision of the bill should be approximately one year from the date of the passage of the act.

3. That the period within which all carriers should be required to bring into conformity with the act all their equipment ought to be not less than ten years from the date of the passage of the act.

4. That the commission should be given authority to permit the further use of cars which were then deemed to be reasonably safe.

In view of its importance, your committee believes that this association should go on record in favor of legislation of this general character, and should recommend similar legislation covering intrastate carriers in the several states.

There is no law in effect at the present time permitting federal or state commissions to issue orders compelling railroads to employ steel equipment, but the transcripts show the trend of sentiment of the Interstate Commerce Commission, the state railway commissions and the National Railway Commission. It is certainly high time that complete and indisputable evidence regarding the relative merits of all-steel and of wooden cars built on an underframe of steel should be presented to both national and state legislative bodies; and furthermore, that the same information should be placed in the hands of the railroad authorities and the traveling public. As matters now stand there is every evidence to believe that a tremendous and unnecessary expense is about to be imposed upon the railroads for the purchase of all-steel cars that have absolutely no merit of additional safety over wooden cars, and have many disadvantages, that have been fully recited in this series of articles. It is practically apparent that the steel interests are back of this movement of forcing steel car equipment on the railroads and the public.

RAILWAY JOURNALS AND DAILY PRESS COMMENTS

Below is submitted an excerpt from an editorial in the September issue of the Railway Master Mechanic. It will be noted that the account of the Fort Wayne wreck tallies very illy with the facts as were carefully recited in HARDWOOD RECORD of September 25. The analysis is faulty, and the deductions incorrect. The lives of the passengers on this train were saved by reason of the fact that at the time of the wreck the greater number were at dinner in a wooden dining car located between two steel cars. This car escaped essential injury while the steel cars, both in front and rear of the wooden car, were totally wrecked.

The steel car received its first severe test in a derailment of the Pennsylvania Special, during the middle of August and proved all that has been claimed for it. Due to a defective switch, the train left the track while running at a very high rate of speed and struck a freight train standing on a siding, ditching the first five coaches of the passenger train. The first two coaches were badly battered up, and in them a small blaze started, which was quickly controlled. The special was running double-headed, and, as was almost inevitable, there were casualties at the operating end, but nearly all the passengers escaped with more or less serious cuts or bruises, the shock throwing those in the dining and smoking cars on the floors. Had the train been composed of the old wooden cars, it is almost certain that scores would have been crushed and killed and that the fire would quickly have spread throughout the train, causing an added loss of life. Since 1906 the Pennsylvania has been specifying steel construction for all new coaches, and at present it has more steel cars in operation than any other railroad in the country. The lives probably saved in this one wreck more than compensate for the entire cost.

THE OPINION OF THE PRESIDENT OF THE SANTA FE

E. P. Ripley, president of the Atchison, Topeka & Santa Fe Railway System is recognized as not only one of the most progressive railroad men in the United States, but a man who keeps himself thoroughly informed on every important railway subject. His opinion on the matter of steel vs. wooden cars should bear no little weight with legislative bodies, railroad officials, and the general public. Reproduced herewith is a letter from him on this subject to the editor of HARDWOOD RECORD.

The Atchison, Topeka & Santa Fe Railway System.
President's Office.

Chicago, October 18, 1911.

Editor HARDWOOD RECORD, Chicago, Ill.

Dear Sir: This company was one of the pioneers in the matter of steel under-frames for passenger, mail and express cars, but has never acquired any of all-steel construction, believing the latter to be as yet inferior to the former, and that while later on an all-steel car may be designed which will equal in safety the steel under-frame, the present all-steel car does not.

In our experiences of some years with the steel under-frames we have had no serious loss of life or injury to passengers in any of these cars, while in contrast we have seen all-steel construction cars on other roads so badly dilapidated by overturning and derailment as to confirm our opinion of the essential weakness of the use of the steel angle and other forms of construction in the steel car.

Believing that the relative safety of passengers in the event of accident is the chief consideration, and that if the steel car could be shown to offer greater safety in cases of accident, it should be used even with strong objections against it on other grounds, and having found the preponderance of evidence against it on this, the most important count, other minor features may still be of some interest. We have found that the steel under-frame car affords greater comfort to the occupants, that it is lighter and hence more economical to haul, and, finally and least important, that the cost of construction is less. In the matter of comfort, as our road passes through a country with extremes of temperature—portions of it in the summer-time being probably hotter than any other portions of the United States—non-conductivity of heat by our car is essential. With modern, artificial heat in cars cold has little or no effect, but hot weather cannot be so successfully offset, and the steel car is found to be very uncomfortable in a hot climate because it absorbs and retains the rays of the sun. Furthermore (even in the cold weather) there has been much complaint of discomfort on roads where the all-steel car is in use, resulting from inequality of the distribution of the artificial heat. In regard to the weight of the cars, we find that with sixty-foot mail cars there is an increase in the lightest car yet brought to our attention of over seven per cent, while on some roads the increase has been as high as twenty per cent. It is fair to assume that the same difference in weight is true of other kinds of equipment. Finally, the cost of all-steel construction is found to run anywhere from eighteen to thirty-six per cent above that of the steel under-frame, depending on the class of equipment.

Very truly, E. P. RIPLEY.

To-day public sentiment is pretty clearly outlined on railroad pending legislation, and so is the attitude of certain trade journals whose prosperity largely lies in currying favor with the producers of steel. This sentiment is reflected to a considerable extent in many daily papers, as is exampled in the associated press reports covering the Fort Wayne and other wrecks in which scareheads and text have been employed stating that the lives of the passengers were saved by the steel cars.

In the light of more recent evidence showing that full steel car construction does not insure additional safety to passengers; that the cost of these cars is very much in excess of the wooden cars on steel under frames; that the cost of hauling these cars and of heating them is very much above that of the wooden cars; and from the further fact that even the promotors of steel car equipment recognize that railroads are severely hampered in securing additional capital for betterments; and that their earning powers have been materially reduced during the last few years, it is doubtful if lawmakers will enter upon any campaign of legislation that will still further be inimical to railroad interests. However, as before noted, a thorough campaign of education on the relative merits of the two types of cars should be placed before Congress, the Interstate Commerce Commission, and the various state railroad commissions, that fadism and extravagance in passenger car construction should end, and sanity and common sense should prevail.

SITUATION OF PULLMAN COMPANY IN STEEL CAR BUILDING

The Chicago Examiner has devoted much space recently in an attempt to prove "millions of Pullman graft" in connection with the Pullman Company. The publication in question alleges that there has been much favoritism shown in making purchases and that large quantities of materials for the building and repair of Pullman cars have been paid for at much above value. Particularly pertinent to this series of articles on "Steel vs. Wooden Passenger Cars" are the following excerpts:

Several years ago the Pullman Company began building steel cars, and up to the time of the investigation it had about 1,000 of them in use. About this time complaint was made by the railroad companies hauling Pullman cars that the Pullman cars were so much heavier than ordinary steel cars that it required extra motive power to handle trains carrying a number of these new coaches. This resulted in an investigation which showed several engineers were of the opinion that eight tons too much of steel was being put into each Pullman car.

To the average reader, perhaps this does not seem of much consequence, but when it is figured that steel castings are worth three cents a pound, or $60 a ton, and there is an excess of eight tons to a car, the loss per car figures $480, and on a thousand cars $480,000.

By another general order it was ordained that all the new steel Pullman cars were to be incased in steel sheeting. Perhaps the fact that this material is entirely unnecessary is best illustrated by the fact that railroad companies building their own steel cars on economic lines do not use it. Under orders, however, two tons of this material was placed on the outside of every new steel car. An employe of the General Railway Supply Company, which concern furnished this material, alleged it to have cost the Pullman Company sixty cents a pound, or $2,400 a car, and on 1,000 steel cars $2,400,000.

This shows in these three items the loss of over $3,000,000 referred to as unnecessary. When this needless expense was discovered it became necessary to learn why the Pullman Company, a corporation with unlimited credit and ability to buy in any market, as well as able to secure the finest engineering ability to be had, should be so badly deceived in such minor matters.

To begin with, the steel castings, of which there was an excess of eight tons to a car, came from the Commonwealth Steel Company of St. Louis. The selling agent for the Commonwealth company was Harry W. Phlager, who was formerly mechanical engineer for the Pullman Company, and left that concern to become a member of the Commonwealth company. It was said at that time that stock in the Commonwealth was given to various officials in the steel purchasing department of the Pullman Company gratis. C. W. Phlager, a brother of the Commonwealth's sales agent, was assistant manager of the mechanical department of the Pullman Company during the time in which his brother sold steel castings to excess.

In support of these facts comes the statement of William Wright, a consulting engineer, room 613 Fisher building. He was employed by the Pullman Company as consulting engineer in the construction of its new steel car plant. He said:

"I was called in by Thomas Dunbar, the mechanical superintendent, and Richmond Dean, the superintendent of the Pullman Company, to draw up plans for what I deemed would be a correct steel Pullman car. This was before the Pullman Company began building these cars. Accordingly I did so, leaving out about eight tons of unnecessary steel castings, which had been provided in other plans made by other persons, and also the steel sheeting on the outside of the cars, which is supplied by the General Railway Supply Company and which, I am told, was invented and patented by L. J. Berg, the present engineer of construction at Pullman.

"Although patented by Mr. Berg as a Pullman employe, the sheeting is not made by the Pullman Company, but is made and supplied by the General Railway Supply Company. I do not think Mr. Berg has any stock in the supply concern, but after he had secured his patents his title was changed to that of engineer of construction and his salary was increased. I believe the Pullman Company could make this sheeting for twenty cents a pound, whereas I am told it is now paying the General Railway Supply Company sixty cents a pound.

"When Mr. Dean and Mr. Dunbar noticed that I had omitted [illegible]

creased steel castings and steel sheeting, they did not agree with my plans and they sent for Max Schneider, chief designer of the Pullman Company, and told him to draw plans for new steel cars. He did, but also left out the heavy steel castings and the sheeting. They spoke to him about this omission, and he spoke to me about it, saying that Dean and Dunbar wanted these things in, which he believed to be entirely unnecessary.

"A short while later—I just do not recall the date—I met Schneider on an interurban Illinois Central train, coming into Chicago, and asked him how he made out with his steel car plans. He said to me: 'I guess those steel castings are needed in the cars, and I don't think the sheeting will do any harm. They gave me a block of stock in the Commonwealth Steel Company and the General Railway Supply Company, so I guess we will use these materials in the future.'"

The General Railway Supply Company was incorporated in 1907 by the aid of two men named McClun, who are in the typewriter business on La Salle street. F. L. Wells, a former railway supply man, is president, and H. U. Morton, former secretary to the general manager of the Pullman Company, is vice-president and general manager. Thomas Ellett, the protesting stockholder at the Pullman stockholders' meeting referred to, was formerly employed by this concern.

In another article on the same subject printed in the Chicago Examiner on Oct. 21 it says:

Samuel F. Klohs, an engineer, who was employed in the Pullman plant for years, the man who designed for the Pullman plant the first steel car ever built, sat at a draughtsman's bench in his office and laughed reminiscently at the Pullman scandal.

"It is funny how these cars get heavier every year and don't carry any more passengers or give any better service," he said. "Of course the added weight of steel, worth three cents a pound, gives stability to the car. Some day some one will build a car on the square and discover that pig iron is just as good ballast as machine steel.

"I don't know who ordered the use of more steel in Pullman cars, but I know that it has been done, and that good engineers have ridiculed the idea."

HARDWOOD RECORD does not wish to guarantee the truthfulness of the Examiner's interviews or allegations, but it is safe to assume that they have a foundation in truth. It is further fully believable that on the pretense of building cars that will insure greater safety to the traveling public the Pullman Company, through the influence of either the steel trust of employes having large personal interests in selling the company large quantities of steel materials, has built and put into general use cars that are not only lamentably extravagant in the building, but that are unduly expensive for railroads to haul; and a type that in place of insuring greater safety and comfort to the traveling public, has proved to be not only remarkably unhealthly and uncomfortable, but very dangerous in the event of accident.

Implement and Vehicle Men Meet

The eighteenth annual convention of the National Implement and Vehicle Association went into session Tuesday, Oct. 17, at 10 a. m. at the Congress hotel, Chicago, with a large portion of its membership in attendance. Before the opening it was apparent that the fraternal spirit was keenly alive among the members, and much enjoyment was manifested at the reunion of the fellow craftsmen and dealers, many of whom had not met for several years. Every possible provision was made for the comfort, convenience and entertainment of the members and visitors, and the management, represented executively by E. W. McCullough, secretary and general manager, did itself great credit in the brisk and affable conduct of the opening session.

The meeting was called to order by the president, Edwin D. Metcalf of Auburn, N. Y. The invocation was offered by Rev. James M. Phelps.

William G. Clyde of Pittsburg, Pa., president of the auxiliary, welcomed the members in a concise and hearty speech which was replete with sage and seasonable observations on existing conditions in the trade and in the country generally. He said the association was meeting under remarkable conditions; that although nature has been generous in dispensing her bounty, business is halting, stocks are low and everyone is striving to bolster up the situation and help business along. He said the association is one of great importance and dignity, and it will aid business men to get the best results from their efforts, but that the affairs of the association should be kept apart from politics; that the agricultural implement manufacturers' trade is widespread and should not be influenced by anything akin to legislative trickery or political chicanery.

Responding, F. E. Myers of Ashland, O., voiced appreciation of the gracious and hearty welcome. He went back to the beginning of the implement manufacturing industry and described its progress from pioneer days up to its present state of excellence. The perfection of the art was the forerunner of a fine association and an inheritance of great value.

The speaker congratulated the members upon the splendid



E. C. JOHNSON, SPRINGFIELD, O.
NEW PRESIDENT NATIONAL IMPLEMENT & VEHICLE ASSOCIATION



E. W. McCULLOUGH, CHICAGO
SECRETARY AND GENERAL MANAGER NATIONAL IMPLEMENT & VEHICLE ASSOCIATION



E. D. METCALF, AUBURN, N. Y.
RETIRING PRESIDENT NATIONAL IMPLEMENT & VEHICLE ASSOCIATION

gathering before him and upon the strength of the association, its national scope and its great influence in the agricultural and commercial world. The development of the work of the early inventors, he said, has been productive of much general good and of great benefit to the various industries of today.

President Metcalf in his address said he would leave the details of reviewing the work of the last year to the officers of the association. He urged the members to renewed effort in behalf of the organization the coming year. He touched upon the subjects of employers' liability and the compensation of labor; the unreasonable demands made upon employers; the employment of prison labor—which he condemned—and unjust laws affecting trade associations. He said Canadian reciprocity had failed because of politics, and that the tariff on manufactured products may be higher. Regarding conservation, President Metcalf said the matter should receive better treatment by those in power. As to the business situation, he said the implement manufacturing business is only forty to sixty per cent of normal.

Reverting to association matters, President Metcalf protested against legislation that is disadvantageous to the 253 members of the association. There should be fewer new laws, and a clearer understanding of those in force. There is much doubt as to the Sherman anti-trust law, its interpretation and its effect on general business. It should be amended, he said, to make plain the duties of business men and remove the uncertainty that is paralyzing trade.

F. C. Johnson of Springfield, O., chairman of the Executive Committee, paid eloquent tribute to the untiring efforts of Secretary McCullough. He said the association is a complete organization and on a sound basis. He went into an exhaustive report on the work of the various committees and the work accomplished at their meetings. He reported the membership increasing, financial status satisfactory and the outlook for the association bright.

Mr. Johnson lauded the work of the traffic department and submitted it for the consideration of members. He was lavish in praise of the efforts and accomplishments of the state legislative committee, and in closing recommended indemnity insurance and urged upon the members the necessity of co-operation in the work of the organization.

The report of E. W. McCullough, general manager and secretary, was brief and dealt with matters in general. It paid merited tribute to the loyalty of members in perfecting the work and advancing the interests of the association. The work of the various committees was approved and all necessary assistance promised. It testified to the satisfactory condition of association finances and outlined plans for work and the addition of various departments.

Co-operation of members in forwarding action on employers' liability, insurance and legislation concerning the organization was sought.

The committee on membership, through its chairman, A. J. Brosseau of Albion, Mich., reported conditions as satisfactory regarding enrollment, expenditure, etc. There had been no resignations, and efforts are constantly being put forth to secure new members.

Reporting for the Transportation Committee, W. J. Evans, its chairman, presented the advantages to be derived from the services of the transportation department, such as avoidance of overcharges, facilitation of shipments, etc., the department being affiliated with the national bodies and in position to advance and expedite all business of traffic nature.

President Metcalf next appointed the various committees for the coming year.

The day's session ended with discussion of reports.

A luncheon was served in the afternoon and in the evening the visitors went to the theater.

WEDNESDAY MORNING SESSION

Wednesday morning at 10:30 the convention reassembled. The treasurer, C. A. Pattison, read his report for the last year, and it appeared to be highly satisfactory to the members. He stated that an advantageous banking arrangement had been made whereby the funds of the association would earn a good rate of interest.

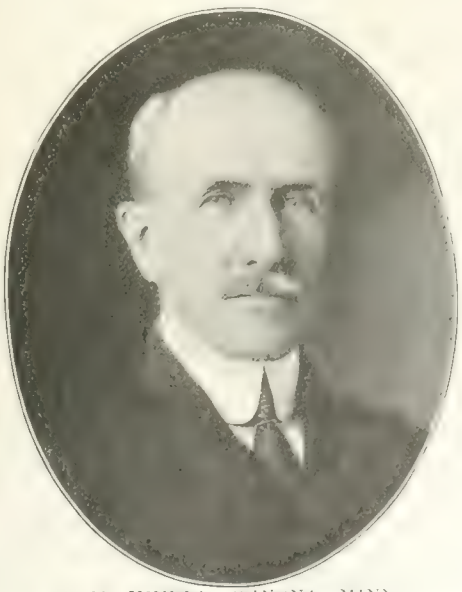
Mr. Bartholemew spoke on implement and vehicle exhibits, the advantages to be derived from displaying goods at conventions and fairs, and provisions in prospect for such exhibitions. He described a plan proposed by the authorities of Peoria, Ill., for the erection of a permanent building for that purpose. He said the people were anxious for a change in the present method of display and wished for a better view of exhibition features. Immense advantage would result to manufacturers, and exhibitors should co-operate with a view to improving facilities. Several members expressed approval of the project.

At this point President Metcalf announced the presence in the hotel of Secretary of Agriculture James Wilson, and he appointed a committee to invite the secretary into the meeting.

P. A. Myers, chairman of the Committee on National Legislation, spoke upon "Business and Politics," dwelling at some length upon the depressing effect upon business caused by the



J. A. CRAIG, JANESVILLE, WIS.
CHAIRMAN COMMITTEE ON CREDITS, NATIONAL IMPLEMENT & VEHICLE ASSOCIATION.



H. M. KINNEY, WINONA, MINN.
CHAIRMAN COMMITTEE ON CONSERVATION, NATIONAL IMPLEMENT & VEHICLE ASSOCIATION.



A. J. BROSSEAU, ALBION, MICH.;
CHAIRMAN SALES MANAGERS' MEETING, NATIONAL IMPLEMENT & VEHICLE ASSOCIATION.

federal indictment of association officials and the heads of legitimate industries. Business suffers from too much politics, he said. A liberal policy of government would help business.

Mr. Myers gave his view of the effects of Canadian reciprocity on American industries and said there is a prospect of free trade between the two countries in those articles in which American manufacturers are interested.

On the subject of employers' liability, the speaker said it would be better for all concerned were national legislation to control and remove chaotic conditions which perpetuate strife between employer and employe.

Regarding the parcels post system, Mr. Myers said that beyond doubt it would be established in this country, as it is fast growing in favor among the people. The tariff the speaker regarded as the overshadowing issue of the day and the most important subject before Congress.

Speaking for the Tariff Committee, F. L. Mitchell, chairman, said it would not be advisable to press for revision next year. The matter would better be left open for the benefit of business. The subject, he thought, should be carefully considered by members of the association.

H. M. Wallis of Racine, Wis., reported for the Committee on State Legislation most effectively and impressively, dwelling at length upon the great number of bills being enacted into laws in the various states. He said that in all probability every function of life would soon be regulated and controlled by legislation. There are too many laws, he said, and representatives should be elected on the basis of laws to be repealed rather than those to be enacted.

The speaker regarded the workingmen's compensation act as of great interest and importance, and outlined legislation on the act in Michigan and other states. He said the wedge of action has only been started in this country and great developments are in prospect. The necessity of application of business principles in any action under contemplation was emphasized.

Labor legislation was touched upon by Mr. Wallis, the efforts of unions to push measures for their own benefit, and the violent means employed for the attainment of their ends. He deprecated the rules of labor organizations that forbid the employment of more than a small percentage of apprentices and keep a large number of young men out of employment. He said that legislation leveled at so-called "interests" is reacting against all business enterprise.

Mr. Wallis offered a resolution upon the appointment of a committee to go into political action in the interest of the association and its constituents.

This report was regarded generally as the best ever presented at a convention of the association and a motion carried to have it printed for free distribution among the members.

The Committee on Conservation was represented by its chairman, H. M. Kinney of Winona, Minn., who stated that the importance of the subject is gaining country-wide recognition and awakening to the necessity of active measures for the preservation of forests.

S. E. Swayne of Richmond, Ind., spoke for the Committee on Materials, its work and investigations in the interests of the association and its members. The wood needs, he said, are of the greatest importance. A bureau of information has been established which has sent letters to many mills requesting reports of operations for the benefit of members of the association. It is the aim of this bureau to assist buyers. It issues a monthly sale and want bulletin that is of great value to the members.

The Committee on Foreign Commerce reported through Mr. Curtis, in the absence of A. B. Farquar, its chairman. The export business, he said, is a living question. A wider market is necessary. South America is the richest field for manufacturers of the United States and it affords immense opportunities for the sale of the superior implements and machinery of the United States. The amount of trade at present supplied by manufacturers of the United States and the number of ocean carriers employed are surprisingly small. Trade, he said, follows personal acquaintance as well as the flag, and it is necessary to put good men in the field and demonstrate the merit of northern goods. American advertising is lost upon the Latins, he said, and native agents are the best for the successful transaction of business. Particular attention is necessary in the matters of credits, packing, etc. British and German exporters have the advantage over those of the United States for the reason that they are better acquainted with customs and conditions. Exporters must know the requirements and methods of marketing. Floating expositions to win foreign business have been proposed. Reciprocal relations are essential in soliciting foreign trade.

WEDNESDAY AFTERNOON SESSION

Wednesday afternoon was given over to the sales managers, who assembled to exchange views and compare notes on the handling of the business of their departments. A. J. Brosseau of Albion, Mich., presided. This meeting was a feature of the convention. The necessity of a sales managers' organization was presented and the benefits derivable and the advantages that would accrue from such an organization were brought out so clearly in the lengthy discussion which followed that it became almost the unanimous opinion of the members that the sales managers should hold a special meeting several times a year to confer upon subjects of interest to the trade and their departments in particular and become more closely acquainted.

The subject of salary and commissions was canvassed thoroughly and there was some difference of opinion as to the more advantageous system of compensation of traveling salesmen. Subjects presented for the consideration of sales managers were advertising costs, expenses, terms, etc., which were fully discussed. The formation of the sales managers' organization was placed in the hands of the Executive Committee. At this point a body of the retail implement and vehicle dealers who were holding a convention in the Auditorium hotel came into the meeting as guests.

A novel and very interesting feature of this session was an illustrated talk on "Cost of Doing Business," by Harry Mead of Wichita, Kan., and C. M. Johnson of Rush City, Minn. This important topic was discussed jointly by these gentlemen, after which Mr. Mead addressed the meeting on the subject, "Why Some Retailers Fail," in which he cited a number of illustrative instances which set forth the value of instruction of retailers by traveling salesmen in the art of advertising and disposing of their goods. He demonstrated clearly that many failures might have been averted by such a course, and he urged upon the manufacturers the necessity of seeing that their salesmen should be equipped for this work.

"Retail Problems" was handled by Mr. Johnson in a masterly manner, and among the many forceful and impressive truths uttered by the speaker was the declaration that the best expenditures a retailer can make are for association dues and for trade papers. He placed particular emphasis upon the value of the trade paper to the retailer.

The cost of doing business was discussed at length by Mr. Johnson, and in his talk he brought out the importance of handling nothing but the best goods and getting a price for them. Enthusiasm, he said, is a prime factor in the selling of goods, and quality the basis upon which will rest the success of business.

In the applause which followed the addresses of Mr. Mead and Mr. Johnson there was no lack of genuine enthusiasm.

A reception and ball in the Congress hotel was the entertainment provided by the Auxiliary Committee for the evening.

THURSDAY MORNING SESSION

First in order was the report of the Committee on Patents, postponed from Wednesday, read by C. E. More. The most important statement of the report, which went thoroughly into the subject of patent laws, was that there is a movement to put through a patent license bill which, if enacted, will overthrow the whole system now in operation. It will provide for a compulsory license to vend any invention upon which a patent right is issued. The report gave the important clauses of the bill and went into the

salient features of existing laws. A committee of the association has made strong efforts to impress upon the federal government the necessity of a court of patent appeals which would be a court of last resort in patent matters. The speaker said that President Taft favors giving patent cases to the Court of Commerce.

The attorney's report also was read by Mr. More. It detailed the work of the department for the last year in a large number of cases. The burdens imposed upon corporations by exactions of federal laws were set forth in convincing way, also the onerous requirements of state laws. On the subject of taxation the report described new and novel forms in force in several states, notably Arkansas, where interstate commerce is burdened to death. Cases pending in that state in behalf of members of the association are based upon the unjustness and illegality of the levies.

Warranty and breach of contract was given considerable attention as being a matter of great importance. The attitude of state courts toward out-of-state corporations and the efforts of litigation organizations to bring about ameliorating changes in existing forms of procedure were set forth.

The employers' liability law was given some attention in the report, its varying phases in the different states being discussed at some length. The right of the federal government to pass a law which shall control state laws bearing upon this matter was conceded. The report stated that bulk sales laws—fly-by-night conveniences—have been passed by forty-three states. These laws, it was stated, permit of a clean-up by any dealer who might be in financial straits, and facilitate a sudden departure for fields afresh and pastures new.

William Butterworth of Moline, Ill., spoke for the Committee on Attorneys and Litigation. His first point was the burden imposed upon members of the association by the federal inventory law which compels the taking of stock in January of each year. The time is disadvantageous, as in that month much of their business is hurried. Members should appeal to their congressmen, the speaker said, to work for a repeal of the law. Regarding warranty on contract, Mr. Butterworth advocated the establishing of a proper surety.

On the subject of employers' liability insurance, the speaker approved of company insurance for the benefit of employes. He stated that his own concern, Deere & Co., Moline, Ill., had co-operated with its employes and established a fund which provided sick, accident and death benefits at a cost of fifty cents a month to employer and employe.

The Committee on Costs was represented by G. W. Crampton, its chairman. He said, in substance, that the progress of manufacture of implements from its primitive state to the present had necessitated, as time went by, more careful cost accounting to keep pace with its development. Many failures have been directly attributable to lack of knowledge of costs, and it has been shown by financial authorities that incompetency and ignorance of proper methods have been responsible for many downfalls in business. The report dealt very ably with such items of cost as waste, labor, interest, etc.

The Committee on Dealers' Associations and Arbitration, through its chairman, W. S. Thomas of Springfield, O., reported that there had been no complaints during the last year, and that the amicable relations existing among the trade have solved many difficulties and made easy the duties of the committee. Much good has been accomplished through the retailer, who helps the farmer, which has contributed in large measure to the prosperity and happiness of the association and of the country. Mail order houses, he said, have put forth strenuous efforts to win the trade of the farmers but have not met with the success that their seductive inducements would seem to have enabled them to achieve. Prison-made goods were strongly condemned. The speaker told of an organization that had been formed by unscrupulous manufacturers to eliminate the middleman. Close co-operation between factory and dealer, he said, is essential to the success of both. Present methods of implement selling are on trial.

For the Committee on Insurance, H. M. Kinney of Winona, Minn., reviewed the methods employed in factories for prevention of fires, the enormous fire waste of the country through carelessness and the lack of proper means of prevention. He told of measures being forwarded to bring about improved conditions.

J. A. Craig of Janesville, Wis., chairman of the Committee on Terms and Credits, said that the manufacture of implements and vehicles is so varied that it is extremely difficult to arrange a fixed system, but that short term payments is a point upon which all members of the association should unite. He advocated a credit bureau for the exchange of information, which should be confidential, and he enumerated the advantages to be derived from such bureau.

The Committee on Indemnity Insurance was represented by C. S. Brantingham, chairman, who advised a close study of the subject and promotion of legislation in the interest of prevention, which should be fair and just, and co-operation among manufacturers to that end. The association is represented in Wisconsin, Ohio and Illinois, and advantageous bills have been passed in those states without difficulty, although there is lack of unity on the subject among the manufacturers of the Illinois capital. No ideal bill has yet been presented, the speaker said, and the new laws are ineffective. There seems to be no proper idea of fixed rates. A mutual indemnity company he considered unwise for the present. Mutual exchange of information among employes he advised as a means of prevention of accidents.

THURSDAY AFTERNOON SESSION

The entire afternoon was taken up with an illustrated lecture on "Accident Prevention," by F. C. Schwedtman, chairman of the Committee on Industrial Indemnity Insurance. Mr. Schwedtman told first how industrial pursuits are hampered by politics, and demonstrated the necessity of organization for the protection of business enterprises and industries. Prevention of accidents has for a long time been a study of employers in this country and abroad, but the European countries, Germany in particular, have the start of America in what it has accomplished in this direction. The speaker gave an outline of his personal investigations and study of conditions in Europe as a member of a committee appointed for that purpose. American workers, he said, do not want charity, they want justice. Good systems for safeguarding workmen are needed in all the states. Mutual insurance, factory inspection, legal representation and co-operation among employers and employes and associations are the means by which the desired end may be attained. A national system of action and endeavor is to be hoped for and should be worked for.

The illustrations were thrown by a picture machine upon canvas and were highly interesting and instructive, showing by diagrams and figures the proportionate risk in each occupation, mortality among workers and learned opinions upon the subject of industrial accidents and methods of prevention.

Following the lecture a number of business details were taken care of and officers were elected for the coming year as follows:

President—F. C. Johnson, Springfield, O., secretary American Seeding Machine Company.

First Vice-President—H. N. Wade, Batavia, Ill., secretary U. S. Wind Engine & Pump Company.

Secretary and General Manager—E. W. McCullough, Chicago, National Implement & Vehicle Association.

Treasurer—C. A. Pattison, Peoria, Ill., president and secretary Peoria Drill & Seeder Company.

Chairman Executive Committee—Wm. Butterworth, Moline, Ill., Deere & Co.

The next annual convention will be held at Detroit, Mich.

According to the program the meeting was to have extended into Friday, but everything went along so smoothly—business, entertainment features and all—under the excellent management of the Auxiliary and the Executive committees that the meeting was brought to a successful conclusion Thursday evening.

The annual banquet was held in the Gold Room of the Congress hotel in the evening and was a most enjoyable and satisfactory affair, replete with happy talks, amusing anecdotes and genuine good fellowship.

ARTICLE FIFTY-FOUR

PICTURE MOLDING

The well equipped, up-to-date picture frame factory of today must necessarily have a good sized lumber yard containing stock especially adapted to its requirements. The lumber used by the majority of plants consists of No. 1 common basswood, No. 1 common white ash, firsts and seconds, and No. 1 common white birch, firsts and seconds plain red oak, firsts and seconds quartered red oak, firsts and seconds plain white oak, No. 1 common or stained sap poplar, firsts and seconds chestnut, and firsts and seconds red and sap gum.

This stock for convenience is bought largely in twelve-feet lengths, is kiln-dried as required, great care being taken to secure straight and unwarped results. Specially manufactured knives shape the lumber as desired, while it is being run through a sticker. This preliminary portion of the work has of late years become an almost separate industry from general picture molding manufacture, and has reduced the cost of production of completed picture frames. Certain factories, however, still go through the whole process, from the rough lumber to the finished product. In these shops the molding is taken from the stickers to the whitening room, where it is run through a whitening machine many times, ornamented, if so desired, and then gilded or finished in imitation of various expensive hardwoods. Such woods as oak, birch, ash and others that are used in natural finish do not require whitening, and are taken from the sticker straight to the sanding machines and thence to the finishing room, where they are filled, stained and polished or waxed. Powerful sanding machines peculiarly adapted to the use of the picture frame trade have in late years made this portion of the work inexpensive, and many other recent inventions in the form of sand-papering machines for veneers of fancy shapes have made absolutely perfect picture molding easy to produce.



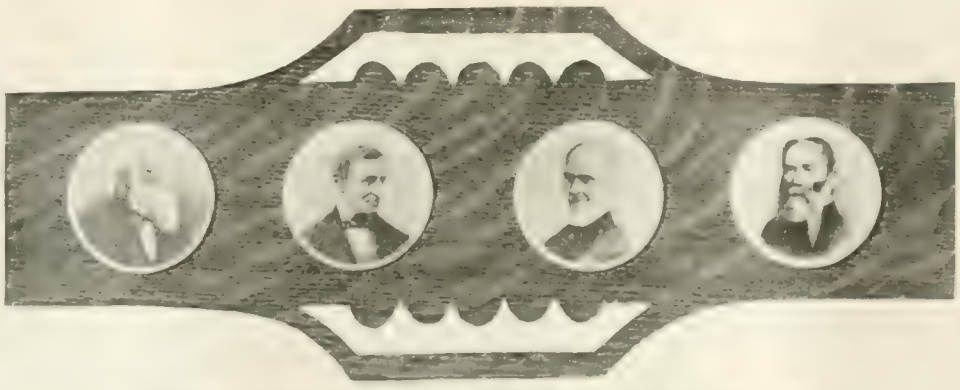
AN ARTISTIC OAK PICTURE FRAME.

The first picture molding manufactured in this country was made about seventy years ago from solid black walnut. This wood is now scarce, but at that time was plentiful and cheap. It made an exceedingly strong, serviceable molding, rich and beautiful when finished. Many homes still display a frame or two that date from that period. About this same time also gold moldings first made their appearance. The whitening of those days though was not all placed upon soft wood, as even black walnut was used as a base, with the whitening and ornamenting done wholly by hand. Walnut moldings were then made only in deep or high-back pattern in both plain and beryl effects, and the manufacturers made our grandfathers pay a round price for them.

Our own generation early saw the appearance of what became known to the picture frame industry as the "rustic frame," which today is recognized as the first approach to the use of a flat, hardwood [illegible]. This style possessed none of the characteristics of the old, expensive black walnut frame. It consisted merely of four flat pieces of walnut, crossed so that the ends were left protruding, glued and nailed together. The frame corners were capped by a "leaf" made from the same wood. Cheap boy labor carved various patterns of leaves upon these frames by hand, and the whole was finished with a single coat of shellac. Both the finishing and carving were done in the larger shops on a piece-work basis, and marked the introduction of this plan to the picture frame trade. This type of frame was the first inexpensive article of its kind ever put upon the market, and it speedily became popular the country over. The vogue it attained, however, was not alone owing to its cheapness, but equally generally attractive appearance.

Following the rustic frame, plain oak made its début, in turn heralding the use of quarter-sawed oak in flat and ornamented frames. These immediately became staple and found such favor in the public eye that, after the lapse of forty years, they are still standard sellers in the trade. No wood that has ever been used combines the beauty, durability, ease in finishing, and many minor good qualities that can be credited to plain and quarter-sawed oak. For the cheaper grade work, red oak is generally utilized, while for better and choice patterns the wood increases in quality and value to the highest grade of quartered white oak on the market. One of the most noteworthy features regarding the use of this wood is that it obviates the necessity of ornamentation, although when first brought out it was elaborately and heavily embellished, even to the extent of hand carving.

In early days gold moldings were made upon the finest pine stock, and some factories, in order to insure greater perfection, used the gold leaf upon black walnut, the raw wood being first whitened and then gilded. Since then the genuine gold leaf has given place to silver and metal leaf; these in turn have been succeeded by various grades of bronze applied in many forms, until now it can be said that the present imitation gold-powder bronze used on moldings is an almost perfect duplicate of genuine gold leaf. Just as hardwood frames showed elaborate ornament, carving and much fancy detail in the beginning, and later changed to the present popular style of simplicity that calls for little or no ornament, so has the vogue of gilt frame types varied.



EXAMPLE OF PICTURE FRAME CUT FROM BUILT-UP VENEERS

In the past ten years lumber prices have increased on all woods used by picture frame men. Plain oak, stuck ready for polishing, was easily procurable for twenty-five cents per inch ten years ago, and select quarter-sawed white oak for thirty-five cents per inch. Today these woods are difficult to purchase at double these prices. Owing to this advance in cost, experiments have been

made with all sorts of woods in the endeavor to reduce the cost of production without losing quality. All efforts along these lines have met with a minimum of success. Ash, birch, chestnut, maple and poplar have all in turn been tried. Ash has been found to be a fair substitute for plain oak and in durability is its equal; at the same time, owing to its heavy grain, ash is inferior to oak when finished. Birch, being an exceedingly fine grained hardwood, is now used extensively for making imitations of genuine mahogany and, when the finisher is expert, it sometimes appears almost superior to the real article, with the cost much less. This wood is also used for imitations of walnut and ebony and takes dark stains admirably.

Chestnut, within the last five years, has become very popular, and the splendid grain of this wood having brought it into prominence, it has become recognized as especially good for gilding. Completed, it is a reasonably priced, handsome molding. This same excellence of grain furthermore makes it easily adaptable to special finishes such as grays, greens and light browns, the markings giving a highly artistic effect after the application of the stains.

About the time chestnut leaped into public favor, gum, with which the picture frame people had been experimenting for ten years, became an assured success, and today is one of the most popular of all the woods used in picture frame manufacturing. Since the invention of embossed steel rollers upon which ornaments are cut, the rollers, while hot, are pressed upon the molding and leave an impression of the design in base relief. These moldings have become more salable than any other item on the market, excepting plain oak.

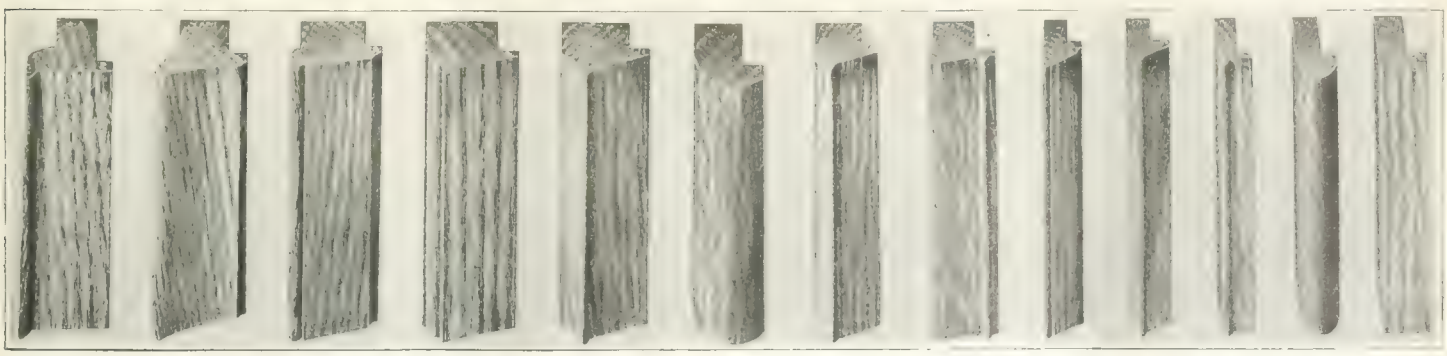
For years the objection to gum was the fact that it warped and twisted badly. Ceaseless experiments and the discovery of a perfected process of steaming and kiln-drying, has very largely overcome this. Very little expense is involved in the finishing after the wood is once embossed, and all possibility of chipping or damaging the ornament in joining the frame, such as is daily encountered in making frames with composition ornaments, is entirely eliminated.

The most widely appreciated, high-grade picture molding at present is genuine Circassian walnut veneer. About four years ago this rich and expensive wood in the form of veneers was introduced, rosewood at first being the presumptive favorite of the future. Birdseye maple, mahogany, satinwood and other fancy woods have all been offered, but Circassian walnut has become the established every-day seller, and millions of feet of this beautiful product have been marketed in the last two years, largely due, no doubt, to the fact that it is being so generally used by furniture and piano manufacturers, just as the manufacture of Mission furniture brought into prominence the various Mission finishes in picture frames, which have been applied to every kind of wood used in the industry, the best results being secured with plain or quarter-sawed oak. The major part of picture frame veneering is applied upon basswood. Chestnut was utilized for a time, but did not prove wholly satisfactory.

A few old homes still contain specimens of the veneering of the time of our grandfathers. Examination shows the veneered frames of that period to have been veneered on top, bottom and back, and, in most cases, the veneering is done upon black walnut. This good old-fashiond wood is again appearing in the furniture world as a rare and expensive "antique" fad. Picture frame people also note a few inquiries for the old-time walnut frames and it may be that the old style deep and "shell" walnut frames with beryl hollows and tinted carving that graced the colonial manorhouses will again be put upon the market.

About twelve years ago veneer frames appeared on the market. These were made from three-ply stock veneer panels, which were stuck in special factories doing nothing but that kind of work and which sold them to the picture frame trade, who cut them into various shapes and sizes, ornamenting some and using others plain. The product was an exceedingly attractive and artistic creation that presented more possibilities in the way of variety in ornament and construction than any other medium in the history of the industry. It is furthermore worth noting that one of the cheapest 16x20 frames (which is the staple size for both portrait and ordinary picture work) was made from this stock, millions of them being sold broadcast over the country and many factories devoting themselves exclusively to the manufacture of this one size and style. The particular veneer utilized in this case was ash, glued in most cases upon a basswood base, although cury and birdseye maple were also used in some instances. About that time, but to a lesser extent than in the case of ash, veneers of quarter-sawed oak, birdseye maple, Circassian walnut, Hungarian ash and rosewood were also used, commanding as high as $12 and $13 per frame. The style began to die out about four years ago, for no apparent reason, and today there remains scarcely a veneer frame of this class on the market.

What the future may offer to the hardwood industry from the molding man's standpoint is a query. It is assured, however, that plain and quartered oak always will sell in the unornamented, flat shapes. The National Convention of Picture Frame Molding Manufacturers, recently convened in this city, demonstrated the fact that the widespread popularity and sale of genuine veneers has caused a decrease of close to fifty per cent in the sales of solid oak picture molding. Another agent probably to some extent accountable for this is the popularity of gum. There is much that is commendable in the continued favoritism shown for hardwoods in picture molding. Factories formerly employing from five to fifty ornamentors on whitened stock and gold or fancy embellished imitation oak, with a sprinkling of perhaps from one to ten sanders, stainers and polishers combined, now present to the observer an exact reversal of conditions, many plants finding it difficult to keep even two ornamentors busy eight hours a day, while perhaps sixty hardwood and veneer finishers are working overtime. Hardwood frames are the most sensible and lasting ever made. They show dust and dirt the least; are cleaned and restored the most easily, and are most reasonable in price. This certainly points to their continued popularity.



STANDARD FORMS OF PREVAILING OAK PICTURE FRAME MOLDING

Tips to the Trade

LUMBER SORTING AND CREAM SEPARATING

There is a condition of things in the cabinet wood trade today that in a way reminds one of the process of cream separating, in the business of sorting and marketing lumber.

In the old days farmers separated the cream from their milk by a slow, natural, incomplete process, and it remained for a certain condition in mechanical progress to develop cream separating into a science. Maybe the connection between this and the hardwood lumber business will not at once be apparent, but the comparison herein presented may furnish a new viewpoint on sorting and selling hardwood lumber.

There was once an observant sawyer operating a hardwood mill of small capacity where oak was being cut into car stock, bridge timbers and other common merchantable dimensions. In the work of cutting the heavier dimensions was produced a large percentage of siding. Some of it was made one inch and some of it two, whichever best suited the work of reducing the logs.

This siding was considered unimportant and often was marketed at even a lower price than the squares and heavier dimensions.

Now this observant sawyer noted that much of the siding was clear stock, so he suggested to the proprietor that instead of running it in with the common sound boards that it be reduced to wagon pole dimensions and piled separately until enough for a carload could be accumulated.

The proprietor did not think much of it, but he made no objection because he was not seriously concerned with the siding, simply considered it as a sort of by-product of his bill stuff. Therefore, he let the sawyer have his way and carry out his idea. There was something of an awakening though and an arousing of a somewhat lively interest when he marketed the first car of clear stock and realized that out of a car of it he might get returns that would almost double the value of a carload of his bill stuff.

That was away back in by-gone days, and since that time practically all hardwood millmen, large and small alike, have learned to discriminate in the matter of clear stock as compared to common sound and to seek to utilize each log for the kind of cutting it seems best fitted.

Yet in conditions existing today there are better opportunities for observant manufacturers and handlers of lumber to do things which enable them to realize more for their product than existed in those by-gone days.

There is today a demand in furniture, sash and door factories and planing mills for the unusual in wood figure for natural wood finishes that present something striking and unique. Part of this demand for fancy figured wood is supplied by the veneer trade, but there is much of it in the solid lumber, and there are many uses for which the solid lumber is better adapted.

It is not merely a rage for mahogany or Circassian walnut, every kind of figured wood is finding favor, and there is also a stronger inclination than ever before to use wood in its natural color and to seek for different woods to get variety of color, which makes a market for the figured product in every variety of hardwood.

Well may a product of this kind be classed as the cream from lumber operations. The cream gatherers in the lumber business have heretofore been pointed out as those who will buy a carload of quartered oak or something of the kind, select out that which shows the most conspicuous figure and make complaint of the rest. They take the cream out of the shipment and want the price reduced on the rest of it or reject it entirely.

The real cream of the hardwood product is the figured wood. The unusual trees, burls, crotches, etc., and the cream separating, as applied to this, consists in methodically assorting, assembling and marketing them for all they are worth.

There is hardly a sawmill man operating in hardwood but who from time to time has some of this unusual figure in his product. Sometimes it is an entire log, it may be a crotch, or it may be an oak [illegible] which may be considered a nuisance and yet when cut off and worked up may prove valuable.

It is a little difficult to suggest what might be termed a scientific method for assorting or separating out this cream of the hardwood product, as it occurs in different forms and often must be handled by different methods.

The big mill making enormous quantities of lumber that pass in a more or less steady stream under the eyes of the grader might do some good by instructing the grader to mark the unusual figured stock as special and have it piled aside. There is a certain chance also to sort the logs, to discern the unusual in figured wood from the appearance of the logs, pile these aside until enough of them are accumulated for a run before putting them through the mill.

Where a mill has a dimension stock department there is sometimes a chance to work burls and freak pieces of logs and timber entirely apart from the main mill itself. Often, too, in cutting waste and odds and ends into special dimensions for furniture there is this occurrence of the unusual in figure that is worth while and the same system of sorting out may be resorted to as that employed in sorting out lumber at the mill.

There is no need to elaborate on how fitting it would be to use figured framework in a piece of furniture made up of matched and figured panels, or how much more valuable this should be to both the timber and the furniture manufacturer than plain dimension stock. These points are obvious, besides the value is never fixed, depending upon both the figure itself and the appropriate setting it gives to something else.

The main point to the whole story is that just as the observant sawyer in by-gone days saw a way to realize from what was regarded as a by-product more than was obtained for the regular bill stock, so are there opportunities today—opportunities that are too good to let pass to separate this cream of the forest product found in the way of especially figured wood, from the regular stock of lumber without in any way detracting from the grade or value of the regular product, and realize a special figure for this cream that may add considerably to the profit account of the sawmill.

T.

POPLAR AND PAINT

Poplar lumber has an affinity for paint that never has been equaled by anything except the white pine of the North, which is no longer available in its good oldtime quantities at reasonable prices.

This fact may not seem startling or have the element of newness, but it is an important point that the purveyors of poplar lumber well may keep alive and working, in this day of competitive advertising and boosting of woods and claims all kinds of superiority for some that are offered as substitutes.

Poplar not only takes paint better, but it holds it better than almost any other wood available, and this makes it a very desirable material for planing mill work, frames and outside work of all kinds in house construction. It should also commend its use for interior finish where paint is to be used, or where the enamel effect instead of natural is to prevail.

Poplar not only takes paint better, but it works better and stays put. When it is once thoroughly dry it is comparatively free from warping and has many other good qualities, not the least of which is its affinity for paint. The ease with which it can be painted and the tenacity with which it holds its paint, should enable the salesman handling a good line of poplar to get the preference in the planing mill trade and also in lots of cabinet work. It is merely a matter of keeping poplar good points alive and working. The fact that others make the claim that their lumber is as good as poplar, is in itself a confession of the superiority of this well-known wood.

CARE OF LIVE STOCK

One of the great leaks in woods operations is the loss or inefficiency of live stock by reason of bad or careless feeding. This is especially true where horses are employed. Perhaps as much

damage is done to live stock by careless watering and over feeding as there is by under-feeding. Many valuable animals have been lost through feeding chop, which is the hardest to digest of the entire list of live stock foods. Work animals require, in proper proportion, oats and shelled corn for heavy work, and chop should be relegated to hogs and beef cattle.

The average woods teamster is either notoriously over-generous in feeding his horses or lamentably careless, and sometimes both. When the number of log teams warrant it, the best way to handle their feeding is through the medium of a barn boss, whose duty it should be to study the dietary condition of every animal and see that he is neither over-fed nor under-fed, and that the animal has good care, is properly watered and is kept in good condition. Sane and careful drivers of woods animals are a treasure to be prized in operations of this sort, and unfortunately even those having an inherent fondness for animals are notoriously careless and unwise in their handling of live stock.

PLACES RECORD IN HANDS OF SAWMILL AND WOODS EMPLOYES

A large hardwood lumber manufacturer, who is an esteemed patron of Hardwood Record, has recently sent instructions to regularly forward the publication to a number of his sawmill, lumber yard and woods employes, notably to foreman and inspectors. He suggests that others should follow this example and see to it that every employe becomes a student of the technical and semi-technical matter, and the authoritative practical advice on various lumber topics that is found in the columns of this publication. This is not an unusual suggestion, because many hardwood manufacturers and merchants are paying for subscriptions to RECORD of many employes, and the publishers of this paper will be glad to make a special low subscription price in clubs of the paper to be disposed in this manner.

APHORISMS OF THE TRADE

We knew there were several kinds of hardwoods, but it remained for the Forest Service to inform us that there are thirty-seven different kinds of pine. Guess noses will have to be counted in the hardwood family to see how many there are.

Selling lumber looks easy, and it is easy, if price is not considered. It is selling lumber at a profit that calls for talent.

Some traveling salesmen are simply stock sheet toters, and merely perform the mission of a postage stamp.

When some other wood is advertised as being as good as another, it is an unintentional admission that it is a substitute material. The world is prejudiced against substitutes. Every wood has particular merits for specific purposes. Find out what they are, and then exploit the lumber for its best use.

Good quartered oak is always in demand, but it is not always possible to keep the supply and the demand running even.

If advertising is worth doing at all, it is worth doing well.

The more hardwood flooring manufacturers there are who take to retailing their own product, the more retailers there will be who will be sorry some day that they did not take a livelier personal interest in marketing it themselves.

It is a singular fact that the empty pocket and the depleted bank balance that knock some people limp and lifeless are the very things that make others hump and hustle.

All advertisers do not get rich, but advertising has contributed to the fortunes of many of the world's most successful men.

* * *

If some salesmen were as ingenious in securing lumber orders as they are in making up expense accounts, the latter would be O. K.'d with more pleasure by the sales manager.

Some hardwood millmen kiln dry their own lumber, and some others kill their chances to get full value for their stock by piling it so carelessly that it sap stains while air drying.

It looks as though the car timber trade might "come back" considerably, if it could only be encouraged by a few more unsatisfactory results with steel cars.

* * *

It may look cheaper to make men work harder in winter to keep warm, but real economy is in the proper housing and warming of the mill so the men will feel more like working.

One sack of feed will not fatten an animal for market. One insertion of an advertisement will not build up a business

Since treated oak makes the best railway ties, why not creosoted oak blocks for the best thing in street paving? If something less expensive is wanted, what's the matter with beech?

The tendency in doors and millwork is decidedly toward hardwoods. And that's the stuff the real classy floors are made of.

It is a great mistake for a business man to think that advertising is an experiment and should be paid for out of profits. It should be regarded as a strictly business expenditure, and a necessary investment for the up-building of trade.

* * *

It may not always be the size of the mill that makes the money, but it is a safe bet that the larger the output the bigger the pile of money it takes to finance the business and make the pay day ghost walk.

Being a good mixer doesn't necessarily mean the handling of mixing drinks, but the average interpretation of it often seems to lead that way.

To some people a bargain means a contract or agreement, and to others it takes on the form of a car of lumber bought for a song which they hope will turn out well, but usually it doesn't.

Any man can make his word as good as his bond if he will safeguard its use in the same manner.

The ad works day and night, and is constantly on the go. It keeps late hours but has no bad habits and does not run up expense accounts. It always is at hand when wanted, is obedient, tractable and faithful, therefore is recommendable to anyone who wishes to employ it.

Generally the more a man knows about the uses of lumber the better he is qualified to sell it—and to furnish the buyer what is best for his purpose.

The veneer man is not thin skinned because he handles a thin product. What peeves him is the thinness of the profit margin left after the buyer gets through seesawing him and his competitors.

* * *

The telephone is mighty convenient and needs using enough to get your money's worth out of it, but don't let its convenience lead to the habit of neglecting those personal calls that should be made.

* * *

The more you use the mails yourself the less need you will find to complain of mail order competition. Postage stamps don't cost you a cent more than they do the other fellow.

* * *

The dimension stock business, like many other industries, must have a fair percentage of brains mixed into it to make it profitable.

Inlaid figured gum is the latest thing in furniture, and it is [illegible]

If you don't know whether to smile or frown, smile first.

* * *

The man that undertakes to dry oak and fails to do a thorough job of it is not only wasting substance, but he's abusing a mighty valuable wood.

* * *

The birch people have put lots of fancy wood to plain uses, but there's lots left yet to get more out of by proper and persistent exploitation.

Brass trimmings on a harness do not help a horse pull.

* * *

The way to keep more of our hardwoods for the domestic trade, and to have more of the finished product going abroad, is for our furniture manufacturers to get a hustle on and push their products in the foreign market.

* * *

Sanitation is a good thing for the lumber yard. The more trash that is cleaned up and burned this winter, the less lumber will be afflicted with "insectitus" next summer.

Forest Fires and Their Prevention

While the forest fire question has long commanded the attention of everyone directly connected with the forests, there has been little or no specific information as to the consequences of forest fires in general and the possibilities of their prevention emanating from authoritative sources. A new bulletin by J. S. Holmes, forester of North Carolina, recently issued by the North Carolina Geological and Economic Survey, treats of the causes, effects and possibilities of prevention of forest fires, and reviews the year of 1910 in this particular. This state is probably the only one in which there has been any co-operation between local authorities and individuals and the Forest Service towards taking the census of forest fires. The bulletin, while limited in its information to the fires in that section, can well be applied in studying the question in many other states in the South. The information embodied in it is compiled directly from a census taken by the North Carolina Geological and Economic Survey and the Forest Service.

The analysis of table I shows that out of a total of 980 townships in the state, only 328 townships reported on the blanks furnished, with stamped envelopes, by the Survey. These reports showed a total of 706 fires during 1910 which burned over an area of 579,553 acres. Of this 253,099 acres contained merchantable timber and the standing timber destroyed approximated 62,018,000 board feet with a value of $170,020. The cost entailed by private individuals for fire fighting during the year aggregated $35,438. Of the three regions, i. e., mountain, Piedmont and the coastal plain, the latter was far in the lead during 1910 in the number of fires reported, total area burned, area of standing merchantable timber burned over, total quantity of standing timber destroyed, value of standing timber and forest products destroyed and number of lives lost. This was undoubtedly due to the fact that the excessive drouth in 1910 was most severely felt in the coastal plain region. The mountain region was less affected by drouth, as would naturally be the case, and as a consequence was far behind the other sections in loss. Taken as a whole, the year 1910 was rather below normal as to total rainfall. However, there was a long period of drouth in the early spring and heavy rainfall in June and July brought the precipitation nearer to normal.

The total number of fires reported in 1910 was slightly in excess of that of 1909, but there was an increase of area burned of forty-three per cent. While about half of the burned over area grew merchantable timber, a greater part of it had probably been culled.

The loss of merchantable timber was nearly twice that of 1909. There is very little mature timber destroyed outright by fires except in the late spring, though fires often seriously injure mature trees and cause their subsequent death by insects. The cost of fighting fires by individuals and lumber companies was two and one-half times that in 1909. Table V shows that about sixteen cents per acre burned over was spent in the mountain region to fight fires, while only three cents per acre was spent in the coastal region. This indicates not only that lumbermen in the mountain region are more alive to the situation than those in the coastal region, but that in the mountain region the fact that both timber and land is owned by operating companies or individuals, makes them vitally interested in perpetuation of stand, while in the coastal region the operating companies own only the trees and have no particular interest in the production of second growth.

The apparent loss reported was approximately $500,000, but this does not represent the total loss entailed during 1910. There are other losses which it is harder to compute, such as that caused by damage to young growth and the gradual elimination of the most valuable species, which are less fire resistant than the inferior species, which are gradually taking their place; the gradual impoverishment of the soil, due to burning of the humus, and the wash of the soil by the rains following removal of their protective covering by fires.

Table VI of the bulletin indicates that over three-fourths of the fires reported in the state are unintentional. Forty-two per cent are due to individual carelessness in various ways. Sparks from engines proved to be a very common cause of forest fires and probably accounted for one-third of them. For the most part fires starting from that origin will be eliminated when the property owners unite in demanding protection. Of the intentional fires, a majority of them are in the mountain region where thirty-seven per cent of the total is said to have been purposely set. This large percentage is due to many reasons, but mainly to the habit of burning the woods to "improve the range" for loose cattle and to the feeling of antagonism among the mountaineers towards large land owners who are endeavoring to protect their holdings.

Under preventive and protective measures, the bulletin groups such measures under three heads: Private measures, co-operative associations and state laws. Under the first it is suggested that private owners keep constantly cleared fire lines through or around their property. These fire lines can be constructed at from ten to fifty dollars a mile, according to location. An adequate patrol system is undoubtedly one of the most efficient measures for fire protection. A great deal can be accomplished by posting warning notices at frequent intervals in conspicuous places. Carefulness of farmers in burning brush, etc., will go a long way towards preventing a great many unnecessary conflagrations.

Under co-operative associations are those which are purely educational and those dealing with actual protective work. While the educational organizations are all right in themselves, they are without much weight unless backed up by practical applications of their recommendations. The chief benefit from co-operative associations has come from those that are chiefly protective, such, for instance, as the Washington Forest Fire Association. The directors of this association have the power to levy and enforce the payment of assessments to defray expenses in proportion to the number of acres owned by each member. Patrolmen and fire fighters are hired to protect the territory from fires and by the application of this method, efficient fire protection at a very low cost has been accomplished. The bulletin claims that there is a large opening for this feature in North Carolina, as there is no

fire fighting force there at present, but it is hoped that this will be provided for by the next legislature.

Under state measures the bulletin analyzes the various laws on the books providing for protection of forests against devastation by fire. There are only two specific laws at present covering this question in North Carolina. One of them, compiled in 1777 and revised in 1905, prohibits the setting of fires without two days' notice to adjoining land owners and the other is intended to prevent the setting of fires by mountaineers camping on the roadside.

While the laws are fundamentally all right, the difficulty of enforcing them makes them practically useless. Until such means have been provided as will insure its general application in sections that it is intended to cover, such legislation can be of little practical value. The bulletin considers that the most important step in this direction is the provision of an extensive fire warden system. Little or nothing can be accomplished without such a system of patrol.

The suggestions in the bulletin should be valuable not only to land owners in North Carolina, but to timber holders in other states of that vast forest region of the South, where practically analagous conditions prevail.

Colombian Mahogany

Circular 185 recently issued by the Forest Service tells of the characteristics of Colombian mahogany botanically known as *Cariniana Pyriformis*, and its use as a substitute for the true mahogany, *Swietenia mahagoni*. The circular is compiled by George B. Sudworth and C. D. Mell, dendrologists, with a description of the botanical characteristics of the Colombian mahogany by Henry Pittier of the Bureau of Plant Industry.

The object of the circular is to give users of cabinet wood authentic information as to the best substitute for true mahogany today. The Colombian mahogany is so called because it comes from Colombia, but it is not even a member of the mahogany family, from a botanical viewpoint. There is, however, a resemblance in the color and grain of the wood, which has made the substitution possible.

The bulletin says that it is impossible to learn just how long Colombian mahogany has been imported into the United States. Practically all of it now marketed is cut at points from 100 to 200 miles inland, where the trees grow on an average of thirty-six inches in diameter, with tall, straight trunks clear for fifty feet.

The great popularity of true mahogany since its first utilization, about 1724, has caused its steady depletion. There is a consumption of wood passing on the market as mahogany of about 40,000,000 feet a year, while the annual cut of the genuine mahogany is only 18,000,000 feet. In all there are about twenty mahogany-like woods being offered as true mahogany.

Colombian mahogany was described botanically in 1874, but accurate botanical description of the tree has never been published. The bulletin says that the leaves are alternate and two-rank, and the twigs slender and flexible. The leaves are dark green above and paler beneath, and edged with fine teeth. The fruit is pear-shaped and of a dark brown color. The seeds are three-angled and broadly winged.

The physical properties of the wood are analogous to those of the true mahogany. It does not exhibit true annual rings of growth, which is a characteristic of the true mahogany.

When properly seasoned it does not warp, check or shrink, and a great deal of the lumber has a beautiful figure and is susceptible of a high polish. It is hard and heavy, weighing about forty-two pounds per cubic foot; is strong and tough, and in color and weight compares almost exactly with genuine mahogany. The main objection to the lumber comes from those who actually work it. They complain that it dulls saws and other tools quickly. A microscopic examination showed that this is the result of an abundance of crystals of calcium oxalate and calcium carbonate.

The pores in the wood are conspicuous but not numerous, and are evenly distributed, singly for the most part.

The wood fibers are arranged in radial rows between the pith rays and form the principal bulk of the wood. Broad, tangential bands of these fibers alternate with obscure narrow lines of wood parenchyma fibers. The wood fibers have pith walls and in contrast to the fiber of the true mahogany there are no cross partitions. The wood parenchyma fibers appear as fine, light-colored, wavy bands, and with the pith rays form a mesh-like structure. In the true mahogany, the wood parenchyma fiber for the most part surrounds the vessels and pith rays. The cavities of the wood parenchyma fibers of the Colombian mahogany are usually filled with hardened, compact starch grains, which occur in a great variety of form. The wood parenchyma fibers of true mahogany are similar but smaller.

The wood parenchyma fibers are shorter than the wood fiber, but of greater diameter. The pith rays appear under them as numerous, fine, uniform slightly undulating lines growing around the larger vessels. The cavities of the pith rays are filled with a dark brown mass, and their walls are marked with simple pits.

Harrying Business

In no uncertain terms the Board of Directors of the Lumbermen's Club of St. Louis, under date of Oct. 17, has issued a series of preambles and resolutions, explaining the extraordinary harassment of all divisions of the lumber business during the last four years in connection with the widely extended efforts to enforce federal and state anti-trust laws. The document truthfully recites that the result of these unjustifiable efforts has been to impair trade activity, and to prevent a return of business prosperity to the like great detriment of investors, employers and wage earners.

The document is herewith reproduced in full:

WHEREAS, The nation-wide hardship so worked is not the penalty business should pay, necessarily or of right, because of law enforcement against oppressive trusts and other combinations in unreasonable restraint of trade:

On the contrary, we believe, and here aver, that the evil consequences to commerce and industry which have attended the anti-monopoly prosecutions are directly chargeable to the perversion of what should have been an orderly, dignified and well-directed legal warfare to the most unworthy purposes and personal ends; that lawyer-politicians with a cureless itch for continuing in office and with friendly working arrangements with sensational newspapers, have largely supplanted the intelligent and conscientious prosecutor before court and commission—with the lamentable results just indicated; and

WHEREAS, In this anti-business crusade the lumber industry, especially in the four years that have elapsed since the adoption by the United States Senate of the Kittredge resolution, has been more persistently and relentlessly attacked by state and federal prosecutors, and likewise in the public prints and on the rostrum, than any other of the country's great activities—and that, too, without substantial warrant in either fact or appearance, for these reasons, among others:

1. There is not and never has been, we assert from our knowledge of the lumber business in all its branches and ramifications, and upon our word of honor as gentlemen, such a thing as monopoly control of prices, production, or of the supply of raw material for manufacture in the lumber trade.

2. Nor is there any probability of a combination of the sort being effected on a scale and to an extent to threaten such control. Nothing,

indeed, seems farther away in the face of the inhibiting physical facts that there are 18,000 sawmills in the United States, widely scattered over the country and cutting many different kinds of woods; some 23,000 woodworking establishments, 5,000 wholesale lumber dealers; approximately 40,000 retail lumber merchants, and timber not held by lumbermen, and beyond the reach of consolidation by private enterprise, as follows: 190,000,000 acres in the national forests, or an area very considerably larger than that of the German empire or that of our own great state of Texas, and containing one-sixth of the country's entire stand as estimated in board feet, to say nothing of the vast Alaskan forests, together with the public timber lands of Porto Rico, Hawaii and the Philippine islands; railroad timber possessions of great area in the aggregate, state holdings and farmers' woodlots.

3. Furthermore, after an exhaustive investigation of the lumber industry by the Bureau of Commerce and Labor, acting under the Kittredge resolution and covering a period of some two years, no lumber trust nor even the small remnant of one was discovered; therefore, be it

RESOLVED, By the Lumbermen's Club of St. Louis that, while we emphatically favor the full enforcement of the anti-trust statutes, without fear or favor upon the part of prosecuting officers, we as positively disapprove and condemn persistence in unwarranted and hopeless prosecutions, or the institution of new so-called anti-trust proceedings, merely because they may be helpful to office-seeking or to party; for the reason that such a course is unjust to the defendants, involving them in heavy expense and holding them up to their fellow citizens as outlaws; it also tends to disturb and alarm business enterprise, and, in addition, wastes public revenue and contributes to the burdens of taxation.

The government's investigations of the lumber trade and the suits which it has instituted in quest of a mythical trust have already cost the taxpayers of the United States, it is estimated, the sum of $2,000,000, and the outlay for like suits directed by state authorities against the lumber interests has by this time probably equaled the sum of half a million dollars.

WHEREFORE, We more particularly desire to express our displeasure in this connection that the ouster proceedings instituted more than three years ago by a former attorney-general of this state against a large number of Missouri lumber corporations have been revived within the past summer; for the reason that said proceedings bear no relation in their purpose to any actual condition of the lumber trade in Missouri, now or heretofore; and, besides, they have had the effect of causing the removal of a number of large companies to other commonwealths, to avoid unnecessary, irritating harrying—at a loss of many millions of dollars annually to the business of St. Louis and of the state at large.

We also strongly disapprove of the various suits filed in circuit courts of the United States against the organized retail lumber interests of the West, North and East, on the presumption and under the general charge that they constitute a "trust of power." Said organized interests, including the full memberships of all the associations everywhere in the country in which they are represented, have hardly more than one-fourth of all the retail lumber merchants in the United States, notwithstanding the smallness of the annual dues—which range from about $5 to $7.

The proceedings against these associations, moreover, strike directly at practices and rules of ethical conduct sanctioned by immemorial usage in every civilized country in the world, and observed by the retail trade and heartily approved by the overwhelming majority of wholesalers, in the distribution of the products of every industry of which we have knowledge. The principle upon which these alleged offending rules, or "codes of ethics," rest is that the wholesaler has no moral right to sell a retailer a stock of goods, and then sell the retailer's customers direct; and that it is not an infraction of any law to decently acquire and disseminate information touching those who try to sell, at one and the same time, to the retailer and his customers—for any sensible administration of the law applying to mercantile pursuits must have regard to long-established trade customs and usages.

To overturn the present organized system of distribution at the retail end, as apparently contemplated by these suits against retail lumbermen's associations, would be to play directly into the hands of the big mail order houses at Chicago and elsewhere and bring about, unavoidably, business chaos.

In view of the facts and conditions as above set forth, be it

RESOLVED, By the Lumbermen's Club of St. Louis, that we earnestly urge upon all business men's associations throughout the United States the importance, not to say necessity, of taking up for immediate consideration and action the question of how to rescue trade and industry from ruinous persecution by prosecutors, politicians and agitators generally.

The Mail Bag

B 101—Seeks Saddle Seats

NEW YORK, OCTOBER 14.—Editor HARDWOOD RECORD: We would be pleased to have you supply us the names of manufacturers making oak and birch saddle seats.

We have supplied this inquirer with the names of a few manufacturers of saddle seats, and others interested in the inquiry, which is from a large foreign chair manufacturer, can have the address on application to B 101.—EDITOR.

B 102—Appreciates Hardwood Record's Work

ST. LOUIS, MO., OCTOBER 11.—Editor HARDWOOD RECORD: The writer, who has been away, has just noted with great pleasure the work you have been doing in regard to the crusade against steel in railway coaches and automobiles as against poplar and hardwoods.

We think this is a correct and logical argument and we wish to express our sincere appreciation of your foresight in commencing the work, which we hope will ultimately be successful. We would like to have at least one hundred copies of your articles, both in regard to the Pennsylvania wreck and also with reference to the automobile work. Kindly put in this order for us and send us the bill and we shall be glad to pay the same.

LINDSAY L. POST LUMBER COMPANY.

B 103—Inspection Work of National Hardwood Lumber Association

President DUGGINS and Secretary FISH of the National Hardwood Lumber Association have issued the following letter to members on the subject of the inspection work of the association for September:

CHICAGO, ILL., OCTOBER 17, 1911.

To the Membership:

The month of September, 1911, shows the largest official inspection of any month in the history of this association, and this letter ought to be printed in red. The enclosed statement shows the amount inspected to have been 12,980,730 feet, which is greater by 1,800,000 feet than that for the same month in 1910, and 1,555,000 feet more than for last month. It also exceeds that for April, 1910, our previous red letter month, by 637,128 feet.

Our Inspection Bureau is not only doing an increased amount of work, but it appears to be increasing in efficiency and ability to serve the trade in a satisfactory manner as well. As proof of the first part of this statement, we wish to remind you that this large inspection was secured during a period of dull trade, which indicates that a larger percentage of the trade is depending upon our bureau than ever before, and as about one-half of the work was done at the mill end and one-half at the market end, the spread of the increased demand is uniform.

Anyone at all familiar with trade conditions knows that there are more kicks on inspection registered during a period of depressed trade than when the demand is brisk, yet the records of our office show a decreasing number of complaints month by month. Our chief inspector is constantly examining applicants for positions, and we are engaging additional inspectors as rapidly as possible. We have stationed the following inspectors since our last report:

J. Lee Brannan, 4609 Seventh avenue, West Nashville, Tenn., in charge of Nashville, Tenn., district.

W. H. Beckner, General Delivery, Bristol, Va.-Tenn., in charge of the Bristol, Va.-Tenn., district.

The attention of members is also called to the recent appointment of W. H. Long, at Norfolk, Va., whose address is 417 Freemason street.

The Inspection Bureau shows a net profit to the association for the month of September, 1911, of $304.45, and since our September letter was issued we have received nine applications for membership, making a total of fifty-two new members since our Memphis convention.

Supplementing this letter is a list of the salaried inspectors, numbering twenty-three, exclusive of the two new appointees, making twenty-five in all; and of the fee inspectors numbering fourteen. The salaried inspectors handled a little less than one-half of the nearly thirteen million feet inspected by the association during the month of September.—EDITOR.

B 104—Wants Beech Squares

CHICAGO, OCTOBER 12.—Editor HARDWOOD RECORD: Can you give me the names of a few mills who are in position to get out 2x2-20 and 31-inch clear beech squares?

This letter is from a well-known Chicago jobber, and he has been supplied with the names and addresses of several beech dimension producers. Any others who would like to figure on the inquiry can have the address by writing and referring to B 104.—EDITOR.

B 105—Has Record's Approval

TACOMA, WASH., OCTOBER 6.—Editor HARDWOOD RECORD: The West Coast Lumberman will suggest in its issue of Oct. 15 that exactly ninety-nine days, nine hours and nine minutes after the nineteenth anniversary of the order Hoo-Hoo, that we Hoo-Hoo individually, declare Hoo-Hoo dead; and will suggest also that whatever funds are left in the treasury be used for furnishing each member with a badge or token of some kind to hang in his office. I hope you will agree that this is the proper thing to do.

WEST COAST LUMBERMAN,
FRANK B. COLE, Editor.

B 106—Seeks Hickory

New York, October 19.—Editor HARDWOOD RECORD: We have quite a foreign trade in hickory billets, which must be prime second growth, all white and straight-grained, running from 7 to 10 feet in length and 4 to 4½ inches in width, and 1 to 1¼ inches in thickness. With your wide acquaintance in the lumber industry we presume there are some parties known to you who are in a position to cut this stock for us. If you will be kind enough to give us their names and addresses we shall indeed appreciate your courtesy. - - ———— COMPANY.

The above letter is from a leading New York export and import agency, and it has been supplied with the names and addresses of sundry hickory producers. Any others interested in the business can have the address by writing and referring to B 106.—EDITOR.

B 107—On Salting Poplar Grades

The following communication is from J. V. Hill, formerly chief inspector of the Hardwood Manufacturers' Association of the United States, but now engaged in the manufacture of railroad ties and lumber, with headquarters at Columbus, O. Mr. Hill is manager of Hill Brothers Tie & Lumber Company. His long experience and studious analysis of lumber inspection methods makes anything he has to say on this subject practically authoritative. The letter is fully worth the perusal of manufacturers, jobbers, inspectors and consumers.

Columbus, O., October 16.—Editor HARDWOOD RECORD: The reinspection of the car of select poplar referred to in Mail Bag section, B 90, of October 10, is only another instance of the result of two grading rules. The object of the Hardwood Manufacturers' Association in making the select grade of poplar was to supply a certain class of trade with a one-face grade that would answer their purpose as well as firsts and seconds and not to make a grade that could be put on the market as firsts and seconds.

The rule, as it is set forth, describes practically every board that the grade contains, and there is no possible reason for a lumber inspector to make other than the proper grade. On the other hand, the National Hardwood Lumber Association rule is so close to the grade of firsts and seconds that there is a large amount of this grade of selects going onto the market as firsts and seconds. The writer on several occasions was called to the yard of the largest consumer of poplar lumber in or around Chicago, to reinspect the rejects from several cars that had been invoiced by the manufacturer to the wholesaler as selects and invoiced by the wholesaler to the consumer as firsts and seconds.

The rejects from these cars invariably were the one-faced selects. On one occasion I met the representative of the wholesaler, who told me that they were shipping selects for firsts and seconds and could afford to lose some on the rejects. On another occasion I was on the yard of one of the largest producers of poplar in the country, where a wholesaler had his inspector taking up selects. A controversy came up over the grade of a certain board, the producer's man claiming that the board was a select. The wholesaler's man finally agreed that it was, but remarked that he could not take it, as it would not ship as firsts and seconds. I can recall many instances similar to the above. Only recently I was in the yard of a new wholesale concern in this city, when the president remarked that it was hard to educate lumber inspectors to mix their grades properly, as he did not use any grading rules when he shipped out to the consumer. In the face of all the evidence that can be produced, what conclusion shall we come to? Shall we continue to have rules for grading that will allow the shark practice that our friend the salesman talks about, or divide the grades in such a way that a poorer grade cannot be shipped as a better one? When this comes to an issue it will show who is doing the shark practice. J. V. HILL.

B 108—An Approval of Hardwood Record's Editorials

Coal Grove, O., October 13.—Editor HARDWOOD RECORD: I have read with much interest your article in issue of October 10 on the subject of "Steel vs. Wooden Passenger Cars," and I want to congratulate you. To my mind it is one of the best articles I have read along these lines. I also note your editorial on the subject of "Untruthful Advertising," and think your attitude in this matter is absolutely right.

C. M. CRAWFORD.

News Miscellany

NOTES OF THE VENEER TRADE

Report Denied

It was announced in a recent bulletin of a leading lumber commercial reporting agency that the Southern Veneer Manufacturing Company of Louisville, Ky., was going out of business. This report, on the supposition that it was authentic, was quoted in the Veneer Department of HARDWOOD RECORD, October 10.

The Southern Veneer Manufacturing Company writes that there is no truth in this statement. This is a young concern, and it feels that such a report naturally would do it harm, as it says that it already is in receipt of several communications from houses doing business with it, inquiring as to the truth of the statement.

This company is handled by George F. Kretschmer, who is secretary and treasurer, and manufactures sliced and quarter-sawed oak, figured and plain mahogany, Circassian, figured walnut, curly birch and other kinds of thin lumber. HARDWOOD RECORD sincerely regrets that it aided in extending a false report for which it believed it had authority; otherwise it would not have been printed.

* * *

A commercial reporting agency advises that the Castleberry Veneer Company of Castleberry, Ala., has recently gone out of business.

* * *

It is reported that the Jackson Veneer Company of Jackson, Ala., has filed a petition in bankruptcy.

* * *

It is announced that the Bridgeport Woodenware Company of Bridgeport, Ala., manufacturer of veneers, fruit and vegetable packages, has increased its capital stock from $76,000 to $200,000.

* * *

The Michigan Bent Rim & Basket Company of Lowell, Mich., has been forced to close its plant because of lack of space for manufacturing purposes. General Manager Stehourer states that there is enough business on hand to keep the company's seventy-five or eighty men working steadily for three months. An addition will be constructed immediately.

A petition has been made for a receiver for the Puyallup Veneer & Mill Company, Puyallup, Wash., whose plant was destroyed by fire on September 27, according to daily newspaper accounts.

The Ahnapee Veneer & Seating Company of Algoma, Wis., will open a distributing station at Denver, Colo., for the benefit of its western trade. Newton Perry will be in charge.

* * *

The Kiel Woodenware Company of Mellen, Wis., has completed its new drying room and has placed a new veneer dryer in operation.

* * *

The Georgetown Manufacturing Company of Georgetown, Miss., has recently installed a veneer dryer at its plant and is now manufacturing veneers.

* * *

The Penrod Walnut & Veneer Company of Kansas City, Mo., has secured a site at Helena, Ark., on which a plant for the manufacture of veneers will be established. Negotiations that had been under way for some time have just been closed through the transfer of the necessary location for the plant. Work will begin at once on the erection of the factory.

Monthly Meeting Lumbermen's Association of Chicago

At the Louis XVI banquet hall of the Sherman House, at 12:30 on Tuesday, Oct. 17, was held the monthly meeting of the Lumbermen's Association of Chicago. About one hundred and twenty-five members were present, and among the distinguished guests were G. von Platen of Grand Rapids, Mich., and George D. Burgess of Memphis, Tenn. A delightful luncheon consisting of blue points, cream of lettuce, saddle of spring lamb with vegetables, chiffonade salad, sherbet, cake and coffee was served.

The subject of discussion for the day was "Reciprocity," which in real interpretation referred specifically to a more thorough business and social co-operation of all interested in the Chicago lumber industry. The meeting was presided over by President Frederic T. Boles, who felicitated himself and the association on the good attendance. He took occasion to thank the Entertainment Committee for its efforts in making the meeting a success.

F. L. Brown, vice-president of the organization, and chairman of the Membership Committee, reported a considerable number of new members, several of whom were invited to address the meeting.

The president announced that the subject of next month's session would be "Local Transportation."

George J. Pope, on invitation, delivered a brief address on the subject of reciprocity, which contained many forceful observations, in which the speaker stated that while his remarks were somewhat theoretical, the "dreamer of today is in the future hailed as the wise man."

Mr. von Platen was called upon to speak, and not having been previously advised, was under the impression that the discussion referred to the recent defeat of reciprocity by Canada. He described the attitutde of Michigan lumbermen on this subject, in which he said that Michigan men were disappointed in the attitude of Canada, as they were favorable to reciprocal business relations with that country, and that the average Michigan lumberman was not in sympathy with the present import duty placed on Canadian lumber products, as he believed it in no wise affected anything but a small portion of the coarse end of the output.

The chair then announced that the kind of reciprocity the Chicago lumbermen are chiefly interested in at present is between themselves, and read a paper suggesting closer reciprocity between all members of the trade.

Meeting Memphis Lumbermen's Club

The first regular meeting of 1912 was held by the Lumbermen's Club of Memphis at the Hotel Gayoso, Oct. 14. The attendance was not as large as at a majority of the special meetings, but thirty-seven members were in their places and it is expected that the number present will be much larger at the coming meeting two weeks later. Many of the Memphis lumbermen have not returned from their vacations or business trips. James F. Stark presided. John W. McClure of the Bellgrade Lumber Company acted as secretary in the absence of James R. Blair.

Resolutions were adopted tendering the sympathy of the members to R. J. Darnell on the recent death of his wife and elder daughter in an automobile wreck at Freeport, L. I., Sunday, Oct. 1. The club took an active part in making arrangements for the reception of the bodies of Mrs. Darnell and Miss Beatrice when they arrived in this city for interment.

A letter written by James L. Stark, president of the club, to the Interstate Commerce Commission, asking that body to grant the petition of the St. Louis, Iron Mountain & Southern railway to be allowed to put in a rate of ten cents per hundred pounds on shipments of lumber, heading and staves from Memphis to New Orleans, Gretna



C. B. BENEDICT, PRESIDENT CONASAUGA LUMBER COMPANY, CINCINNATI, O.

and Westwago, La., was read. The Iron Mountain asked permission of the commission some time ago to take this course and the letter of President Stark was written to impress upon the commission the desirability of allowing this rate because of the advantages that would accrue to lumber shippers as well as other handlers of freight in this territory. It was pointed out that the Frisco System, the Southern Railway, and the Illinois Central already have a rate of ten cents per hundred pounds in effect over this route and that the granting of the ten cent rate to the St. Louis, Iron Mountain & Southern would provide a still further outlet for export shipments from Memphis. The Iron Mountain desires to put in this rate as a terminal one only and does not intend that it shall interfere in any way with [illegible] Memphis and the [illegible]

[illegible] endorsing the [illegible] had written to the Interstate Commerce Commission at Washington, D. C., expressing its approval of the petition filed by the Lumbermen's Club of Grand Rapids, Mich., in connection with esti[illegible] of lumber [illegible] A letter was also at hand [illegible] Commerce Commission indicating that the subject would receive attention.

A letter was received from the National Rivers & Harbors Congress announcing that the next annual meeting will be held in Washington December 6, 7 and 8, and asking that the Lumbermen's Club of Memphis, a member, should send as large a delegation as possible. It was pointed out that there has been a decided change in the complexion of the Sixty-second Congress and that, because of this fact, it is desirable to show that there is a very strong sentiment in favor of the improvement of the rivers and harbors of this country to the end that the new members may be duly impressed. It is purposed to make this the most successful meeting in the history of that organization. The club took no action, leaving the subject over for another meeting.

An interesting communication from the National Wholesale Lumber Dealers' Association was read, presenting a report from the traffic department of the Pennsylvania Railroad showing that manufacturers of goods were losing very heavily in transportation through the use of inferior packing. This is a subject which appeals with unusual force to the Lumbermen's Club of Memphis, because of the work it has done in connection with the substitution of paper and fiber packages for those made of wood. Charles E. Brower, secretary of the National Classification Committee of Lumber and Wooden Box Interests, headquarters in this city, has been working on this matter the last two years or more and has had the active support of the Lumbermen's Club of Memphis as well as the individual support of the lumbermen of this city. Memphis is a large manufacturing center and it is also the head of a territory where a very large amount of low grade cottonwood and gum is made. Therefore no other section is more directly affected by the substitution of paper and fiber packages for those made of wood than this.

Difficulties Promptly Settled

Rumors have for some days been rife concerning the alleged financial embarrassment of the Wisarkana Lumber Company of Nettleton, Ark. For some time there has been dissatisfaction on the part of a discharged employe who is a minor stockholder, and on the basis of a suit brought by him on October 12, the court, under misapprehension of the situation, appointed Fred Shauver of Nettleton receiver. Seventy-five per cent of the stock of the institution is owned by that sterling hardwood house, the G. W. Jones Lumber Company, of Appleton, Wis., and Mr. Jones took prompt action in the matter, and presented evidence to the court that the Wisarkana Lumber Company was not insolvent, but had assets of more than $100,000 above its liabilities. The receiver was promptly dismissed, and the affairs of the company are going on as usual.

The many friends of the principals of the G. W. Jones Lumber Company sincerely regret that this unfortunate canard was put forth about it, but it is one of the penalties that non-residents have to pay for doing business in a state that is very zealous in its attacks on non-residents.

It is a well known fact that very few Arkansas lumber manufacturing houses have been able to make very much money for several years, but what losses the institution in question have made, it is said, were entirely incident to bad management of several years ago, made by the party that inspired this action against it. Notwithstanding the bad business conditions that have prevailed during the last two years, the company has been making a fair earning on its capital.

The G. W. Jones Lumber Company is reputed by all commercial authorities to have ample capital, and it has a very high credit, and there is no reason to believe that either that concern or its allied house are not only perfectly solvent, but have assets away above their liabilities.

Enlargement of Big Lumber Enterprise

The Conasauga Lumber Company, with principal office and sales headquarters in the Fourth National Bank building, Cincinnati, O., and with timber and sawmill operations at Conasauga, Tenn., on the line of the Louisville & Nashville railroad between Knoxville, Tenn., and Atlanta, Ga., has just acquired a large timber property adjoining its holdings in Polk county, southeastern Tennessee, with a large block of timber in Fannin and Murray counties, Ga.

The original tract owned by this company consisted of 34,000 acres, and the one purchased consists of 32,720 acres, making a total of 66,720 acres, all of which is owned in fee. This is all virgin timber, the stumpage of which aggregates nearly 400,000,000 feet, and consists largely of white pine and poplar, although in some portions there is a good percentage of yellow pine, oak, chestnut and other hardwoods. The tract recently acquired contains a good percentage of high-grade yellow poplar. This purchase makes the company one of the largest hardwood timber owners in the country.

The officers of the Conasauga Lumber Company are: President, C. B. Benedict, now located in Cincinnati; vice-president, M. F. Greene, of Nashville, better known in his associations with



JOHN BYRNS, SECRETARY AND TREASURER CONASAUGA LUMBER COMPANY, CINCINNATI, O.

the house of Davidson, Hicks & Greene Company, and secretary and treasurer, John Byrns of Cincinnati, O., who has charge of the Cincinnati office and acts as general sales manager.

The directors consist of the above officers and John W. Love, New York City, of Love, Boyd & Co., Nashville; A. B. Ransom, Nashville, John B. Ransom & Co.; Walter Keith, Nashville, of Keith, Simmons & Co., and C. H. Benedict, of Nashville, a retired lumberman.

The plant of the Conasauga Lumber Company is located at Conasauga, Tenn., and consists of modern band mills, dry-kilns and planing mills. The company will produce about 35,000,000 feet of lumber annually, and as before noted the output will be marketed through the Cincinnati office.

The company has a standard gauge railroad and at present has upward of twenty miles in operation. The railroad equipment consists of geared locomotives, steam log loaders and log cars in sufficient numbers to stock the mill.

In acquiring this new timber holding the Conasauga Lumber Company secured the whole of the outstanding capital stock of the Alaculsy Lumber Company, a Georgia corporation, with headquarters at Binghamton, N. Y., with a capital stock of $400,000. This purchase carried

with it the virgin timber area of the company.

The officers and stockholders of the Conasauga Lumber Company are among the most prominent lumbermen and business men of Nashville, Tenn., and the company is capitalized at $1,100,000.

Purchase Entire Mill Cut

The total year's cut of the Schuh-Mason Lumber Company's band mill at Selma, Ala., has been purchased by O. P. Hurd, Jr., & Co., of Cairo, Ill. The cut will approximate 800,000 feet per month, and will consist principally of poplar, cottonwood, cypress, ash and plain and quartered red and white oak.

The lumber will be cut entirely from the virgin stand of timber belonging to the Schuh-Mason Lumber Company. This timber runs to exceptional sizes, and is of the quality which makes the stock cut from this locality famous.

O. P. Hurd, Jr., & Co. will maintain a yard at Selma, in addition to the present yards at Cairo, Ill. The company has unusual shipping facilities for export trade, and shipments to the middle West and East. It is in a position to resaw and surface all the stock, as the plant is equipped with a planing mill, resawing and surfacing machinery.

Waterway Convention

About one thousand delegates, representing thirty-three states, were present at the annual convention of the Lakes-to-the-Gulf Deep Waterway Association at the Auditorium theater, Chicago, Tuesday, October 10, and "boosted" their pet project vigorously and uproariously. E. S. Conway of Chicago, one of the vice presidents, called the meeting to order at 11:45 a. m., and in his opening talk declared himself in favor of improving all navigable streams in this country.

The address of welcome was delivered by Lawrence E. McGann, Chicago's commissioner of public works. Mayor Carter H. Harrison was scheduled for the address, but was prevented by an affection of the throat from attending the meeting. Mr. McGann pronounced the purpose of the convention a great movement, the success of which is well assured.

Governor Charles S. Deneen of Illinois, being still confined to his home by a broken leg, sustained in a recent automobile accident, Robert R. McCormick of Chicago, former president of the Sanitary District Board, spoke in his stead. He said that although some progress had been made, it has not been as much as had been wished for. It had been expected that a deep waterway bill would have been passed by Illinois within the last year, but it has not been done, although, in the light of more recent developments, such a bill is assured. Mr. McCormick attributed the falling off in Chicago's lake commerce to inadequate harbor facilities. The city will be the mouth of the waterway and a public harbor will have to be developed.

President Kavanaugh made a brief address, reviewing the work of the association for the last year and the general progress toward the attainment of the great purpose. In it he spoke of the awakening of the people to actual need of the projected deep waterway, the work necessary to bring about its successful consummation and its vast importance to the commercial development of the great interior through which it will run.

The afternoon session developed much of interest in the way of argument in favor of the waterway. R. M. Patterson of Chicago created something of a stir by catechising Isham Randolph, its chairman, on the subject of expenditure for water power by the Internal Improvement Commission of Illinois. The president interposed and deprecated anything in the nature of political differences in the convention.

Governor H. S. Hadley of Missouri addressed the convention, saying in the course of his speech that the necessity of waterways had been demonstrated by the poor success attending the attempts of American people to regulate rates and service by other means of transportation, and that while they are better, it is plain to any student of transportation that they are not impartial. Waterway transportation, he said, is not only rate regulation, it is land reclamation. The waterways are in the hands of the government, but it has failed to keep their waters within their proper confines.

Following Governor Hadley's address were a number of short talks by association members setting forth the many advantages to the commerce of the interior along the course of the prospective waterway and advocating strongly immediate and vigorous action of Illinois in the advancement of the project. The meeting throughout lacked nothing of vigor in the general manifestation of spirit and enthusiasm, and at its close Tuesday afternoon the opinion was prevalent that its ultimate object eventually would be attained.

New Hardwood Company

Tuesday, October 10, the Howard-Barber Lumber Company was incorporated at Cincinnati, O., to handle all lines of hardwoods as well as do an export business. Alfred De W. Howard, formerly of the Alfred Howard Lumber Company, and Edward Barber, former American representative of Illingworth, Ingham & Co., Leeds, England, are at the head of the new company. E. S. Hubbell, J. W. Roberts and W. F. Landwehr are the incorporators. The capital stock is given at $10,000. The company's offices are in the Provident Bank building.

Hemlock and Hardwood Quarterly

The Northern Hemlock & Hardwood Manufacturers' Association will hold its quarterly meeting at Hotel Pfister, Milwaukee, Wis., Thursday, Oct. 26, beginning at 10 a. m. A meeting of great interest is expected. Members will be afforded an opportunity to hear President Taft in an address in the auditorium the same evening.

Open New Orleans Branch

Bennett & Witte, that foremost Cincinnati domestic and export hardwood house, announce that on account of their growing foreign business they have opened an export office in New Orleans, La., at 1324 Whitney-Central Bank building. This office will be in charge of A. W. Euler, who has been manager of Bennett & Witte's export department for several years. The branch office of this concern will be continued at Memphis, Tenn., under the management of A. G. Fritchey, and of course the principal office will be maintained at Cincinnati, Ohio.

Miscellaneous Notes

Dunbar & Hart recently entered into the manufacture of columns at Lebanon, Ky.

The Hickory Handle Manufacturing Company of Conover, N. C., has been incorporated with a capital stock of $100,000.

George J. Kummerle recently entered the hardwood lumber trade at Brooklyn, N. Y. He is located at Union and Montrose streets.

P. E. Gilbert & Co. recently entered the wholesale hardwood trade at Memphis, Tenn.

The Carleton Lumber Company is a new concern to be incorporated at Kansas City, Mo. It has an authorized capital stock of $50,000.

The plant of the Peerless Furniture Company of Jamestown, N. Y., recently sustained a loss by fire of $25,000.

C. O. Stone, manufacturer of wooden handles for chisels and awls, has removed his business from Putnam, Conn., to Gardner, Mass.

H. L. Frank has established a new factory at Crandon, Wis., for the manufacture of all kinds of broom handles.

The Spaulding Manufacturing Company of Grinnell, Iowa, is planning the establishment of a plant at Memphis, Tenn., for the manufacture of wagons and farm vehicles.

The Central Lumber Company has been incorporated at Chattanooga, Tenn., with an authorized capital of $50,000. Those interested in the new company are D. W. Hughes, J. D. Day and Sam Guyther.

A new concern to incorporate at Norfolk, Va., is the Neuse River Lumber Company, with an authorized capital of $75,000. E. B. Freeman is president of the company, L. R. Freeman, vice-president, and S. H. Lloyd, secretary.

Fire recently destroyed the lumber yard and planing mill of the Westchester Woodwork Company of New York, N. Y. The loss is estimated at $60,000.

The Imperial Export Company is a new concern at New Orleans, La., that will engage in the manufacture and exportation of timber and hardwoods.

The Stewart Vehicle Company of Martinsburg, W. Va., is planning the erection of an addition to its plant which will be 70x60 feet, three stories and basement. When this addition is completed the plant will have a daily capacity of seventy-five buggies.

The Maine Wood Turning Company of East Livermore, Me., has been organized for the purpose of manufacturing lumber and the turning of novelties. It has a capital stock of $50,000, of which $25,000 is paid in. Edward S. Cawthorne of Leominster is president and treasurer of the company.

The American Furniture Manufacturing Company was recently chartered at Charlotte, N. C., with a capital stock of $25,000 by F. S. Kennett, W. H. Westall and others. Ground will be broken for the erection of the company's plant at an early date.

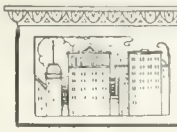
It is announced that Adrian Shuford of Hickory, N. C., has purchased the spoke and handle factory from J. Hunsucker of Conover, N. C., and has changed the name of the plant to the Hickory Hardwood Company. Mr. Shuford will take charge of the plant at Conover at once.

The Baldwin Refrigerator Company of Burlington, Vt., has completed the erection of a two-story brick addition, 108x250 feet, to its plant, which will enable the company to double its present capacity of 125 refrigerators per day. During the last year the company consumed 2,500,000 feet of hardwood as well as considerable soft wood in the manufacture of its product.

The Loomis & Hart Furniture Company, Chattanooga, Tenn., has been incorporated with $200,000 capital, and has taken over the furniture manufacturing department of the Loomis & Hart Manufacturing Company. It is stated that the construction of a new plant is to be pushed as rapidly as possible. New machinery will be installed and each machine will be operated by an individual electric motor.

The Crescent Lumber Company of Little Rock, Ark., has been incorporated with a capital stock of $2,200,000. The incorporators are R. S. Wilson, A. J. Reap, J. C. Cremer, C. G. Powell and W. W. Atkinson.

The Decatur Lumber and Manufacturing Company, Decatur, Ala., has been incorporated with a capital stock of $15,000. The incorporators are E. M. Knight, W. F. Bixby and D. A. Bixby.



Hardwood News Notes



CHICAGO

J. C. Bennett, who has long been identified with the hardwood trade in Chicago, is now associated with the Archer Lumber Company of Helena, Ark., as purchasing agent and sales manager. The company's office is located at Helena, and its yards and mills at Helena and vicinity. Mr. Bennett will continue to make his home at Austin, Ill.

On Oct. 18 Justin Peters, manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa., was a welcome

Chicago visitor. He reports that his company shows small fire losses and increased business.

On Oct. 14 Mr. and Mrs. D. C. Scott, Mr. and Mrs. George T. Howe, Miss Hazel Howe and Mr. Chauncey Howe stopped off in Chicago enroute to New York for an extended European trip. Messrs. Scott and Howe are largely interested in the Scott & Howe Lumber Company of Ironwood, Mich., and are taking this opportunity of making an extended vacation accompanied by their immediate families.

R. C. Dayton of the Wisconsin Veneer Company, Rhinelander, Wis., who called on RECORD a few days ago, thinks there is an improved condition in the veneer and panel business, although prices on veneer products are still very much lower than will guarantee a reasonable profit in the business. Mr. Dayton announces that his house is fairly busy.

C. D. Hendrickson of the C. D. Hendrickson Lumber Company, Memphis, Tenn., was in town week before last as a delegate to the deep waterways convention.

The picture of the camp cook with which the famous silver steel saw people, E. C. Atkins & Co., Indianapolis, Ind., have recently been embellishing their trade paper advertisements, is from a photograph of one of Cummer, Diggins & Co.'s wood chefs, and was made by the editor of HARDWOOD RECORD during a visit at one of the camps of this lumber company in July last. The picture of the tote boy in the Atkins advertisement in this issue is from a photograph made by the editor at the woods operations of the Little River Lumber Company at Townsend, Tenn., last June.

Among the lumber visitors in the Chicago market during the last fortnight have been the following:

A. W. Sumner, American Hardwood Lumber Company, St. Louis, Mo.

John Edinger, Vilas County Lumber Company, Fosterville, Wis.

D. R. Arpin, Arpin Hardwood Lumber Company, Grand Rapids, Wis.

G. von Platen, Grand Rapids, Mich.

Walter E. Heyser of the W. E. Heyser Lumber Company, Winton Place, Cincinnati, O.

J. W. Welch, Buffalo Hardwood Lumber Company, Buffalo, N. Y.

Lafe Clore, May Brothers, Memphis, Tenn.

H. F. Below, Vollmar & Below Company, Marshfield, Wis.

W. A. Gilchrist, Three States Lumber Company, Memphis, Tenn.

Ralph McCracken, Kentucky Lumber Company, Cincinnati, O.

W. D. Young, W. D. Young & Co., Bay City, Mich.

J. H. P. Smith, The Hardwood Company, Cincinnati, O.

Guy Fulton, Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, Mo.

A. M. Todd, Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, Mo.

John D. Mershon, John D. Mershon Lumber Company, Saginaw, Mich.

John K. Stack, Escanaba Lumber Company, Escanaba, Mich.

R. C. Dayton, Wisconsin Veneer Company, Rhinelander, Wis.

G. G. Roberts, Tri-State Lumber Company, Toledo, O.

Nels Dueholm, Scott & Howe Lumber Company, Ironwood, Mich.

John Himmelberger and W. H. Harrison of the Himmelberger-Harrison Lumber Company, Morehouse, Mo.

W. R. Chevis of St. Louis, Mo.

George D. Burgess, Russe & Burgess, Ind., Memphis, Tenn.

W. W. Dings, Garetson-Greason Lumber Company, St. Louis, Mo.

Max L. Pease, Galloway-Pease Lumber Company, Saginaw, Mich.

D. E. Kline, Louisville Veneer Mills, Louisville, Ky.

R. F. Hodges of Milwaukee.

Frank Dooley, Dooley-Kellogg Lumber Company, Memphis.

DeWest Murrelle, Steel & Hibbard Lumber Company, St. Louis, Mo.

F. L. Baker, Holley-Baker Lumber Company, Sikeston, Mo.

Ralph Merrill, Long-Knight Lumber Company, Indianapolis, Ind.

George McBlair, secretary Lumbermen's Exchange of St. Louis.

W. B. Reeves, Helena, Ark.

J. F. McSweyn, Memphis Saw Mill Company.

J. J. Lumm, sales manager of the Clyde Iron Works, Duluth, Minn., manufacturer of the famous McGiffert log loaders, was a welcome caller at the RECORD office on Oct. 23.

C. L. Willey, the well known Chicago mahogany and veneer man, accompanied by his wife, will leave Chicago on Sunday for a two months' trip to Great Britain. Mr. and Mrs. Willey will sail for Liverpool on the Lusitania from New Yard on Nov. 1.

The Howard & Barber Lumber Company, Inc., with offices at 309 Provident Bank building, Cincinnati, O., is the name of a new lumber corporation, made up of Alfred Howard, formerly in business as The Alfred Howard Lumber Company, and Edward Barber, formerly in charge of the export business of Illingworth, Ingham & Co., Ltd. The new company has taken over and will continue the domestic business of The Alfred Howard Lumber Company, and in addition will also handle wagon oak plank and scantling and all kinds of hardwood lumber for the export market.

The Michigan Hardwood Manufacturers' Association held an executive session at the Pontchartrain hotel, Detroit, Oct. 26.

The next annual meeting of the National Wholesale Lumber Dealers' Association, which is always a matter of interest to a great many lumbermen, will be held on Wednesday and Thursday, Mar. 6 and 7, 1912, at a place yet to be determined. The foregoing is in conformity with an announcement that has been made by Secretary Perry.

H. B. Miller of the Hardwood Mills Lumber Company, Monadnock building, has been on a buying trip of several days' duration through Wisconsin mill points.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., stopped off at his Chicago office last Friday on his return from the company's Arkansas mills at Nettleton and Forrest City.

John D. Laskey, with C. L. Willey, left Chicago on Monday for Rockford, St. Paul and Minneapolis on a selling trip.

L. J. Pomeroy, Chicago representative of the Landeck Lumber Company of Milwaukee, married on Oct. 24 Adah Virginia Huston of Chicago.

KNOXVILLE

Dealers in this vicinity think the time is at hand for permanent improvement in the hardwood market. Orders have been coming in more freely of late and the last week has shown increasing strength, especially in oak, plain and quartered. Prices have shown an advancing tendency, especially in the lower grades, demand for which is brisk. Chestnut is more plentiful and stock is moving freely. Ash is in good demand and is becoming somewhat scarce. Hardwood flooring is in good demand and local plants are behind in their orders.

The mantel business is improving and all the factories in this city are running full time. There seems to be much confidence among the manufacturers that business will improve considerably in the next few weeks and that when the bad weather sets in dry stocks at the railroad will be in good demand.

W. B. Townsend, president of the Little River Lumber Company, is in Washington, D. C., where he is completing negotiation with the Forest Service to purchase the timber land of the Little River company for the Appalachian park.

J. Park Vestal of the Vestal Lumber & Manufacturing Company, spent last week in middle Tennessee looking over timber land which he contemplates buying for his concern. Edward Vestal of this company is leaving this week for a trip south, expecting to be gone about two weeks. W. G. Horne of this company has just returned from Norma, Tenn., where his concern has been operating for some time. It has just moved its mill back to Knoxville, and expects to locate it on the Tennessee Central later in the season.

J. E. Oberne of the Blue Ridge Tie Company is in Cincinnati, O., on business of his concern.

W. A. Bennett of Bennett & Witte, Cincinnati, O., was a visitor in Knoxville last week.

E. S. Stevens, local representative of Wm. F. Galle & Co., Cincinnati, O., is in Chattanooga, Tenn.

H. B. Nields of the Little River Lumber Company in Pittsburg, Pa. He states that he is getting his full share of the business. W. B. Townsend of this company will be in Williamsport, Pa., next week with Mrs. Townsend to attend the wedding of the daughter of F. T. McCormick, a director of the company. Joe Murphy of this company was a Knoxville visitor this week.

J. M. Logan of the Logan-Maphet Lumber Company is taking a trip through Canada with I. M. Asher, who is his representative in Cincinnati, O., and expects to return in about ten days with some good orders.

The Knoxville Sawmill Company says business is good and that it is running its band mills full time.

C. R. Swan of the Logan-Maphet Lumber Company, who has been ill for several weeks, expects to report for duty the last of this month.

J. C. Kimball of Kimball & Kopcke has just returned from Asheville, N. C., and says business is lively.

Walter McCabe has just returned from Waynesville, N. C., and reports business very good. His local yard is well stocked with hardwoods and he expects a good fall trade.

NEW YORK

W. E. VanWert, sales manager of the Emporium Lumber Company, 1 Madison avenue, large hardwood manufacturer with mills and extensive timber holdings in Pennsylvania, Vermont and the Adirondacks, announces through President W. L. Sykes of the company, that it has just received word that the fine new saw and planing mill plant of the company at Childwold, N. Y., has started operation on the big tract of timber recently bought by the company in that vicinity and that it may expect to receive some choice lumber from this plant at an early date. A year or two ago the Emporium Lumber Company bought one of the choicest boundaries of hardwood, spruce, hemlock and pine between Childwold and Cranberry lake, in the Adirondacks, and immediately arranged for the construction of this plant at Childwold as well as the building of about twelve miles of railroad to Cranberry lake to develop the property. About two miles of the road has been completed and the mill is now stocked with about nine million feet of spruce, hemlock and hardwoods, and the balance of the railroad will be constructed by next spring. This facility added to the other large operations of the Emporium Lumber Company, places it in a stronger position than ever before in the eastern hardwood trade.

The Iroquois Door Company, large manufacturer of special hardwood veneer doors and millwork with main plant and warehouse at Buffalo, N. Y., and branch factories and warehouses at Milwaukee, Wis., and Tacoma, Wash., has recently entirely renovated its local sales and ex-

hibition rooms at 18 Broadway, this city, and now occupies the entire front of the building on the ninth floor. The local office has also opened a special work department under the management of F. W. Edwards. This company now operates four separate warehouses in Greater New York.

The Chicago Lumber & Coal Company, large St. Louis (Mo.) house, has closed out its local offices at 1 Broadway and requests all future correspondence to be directed to the St. Louis headquarters.

Fire on Oct. 7 totally destroyed the planing mill and lumber yards of the Westchester Wood Working Company at Starling and Sand streets, Bronx, entailing a loss of $60,000.

There was a special meeting of the Executive Committee of the National Wholesale Lumber Dealers' Association, headquarters 66 Broadway, on October 11, at which all the members were present, namely: President F. R. Babcock, Pittsburg, Pa.; F. E. Parker, Saginaw, Mich.; Nelson H. Walcott, Providence, R. I.; Gordon C. Edwards, Ottawa, Can.; Lewis Dill, Baltimore, Md. The committee had under consideration departmental work and numerous matters of importance to the association. Everything was reported to be progressing satisfactorily. The committee decided to hold the next annual meeting of the convention on Wednesday and Thursday, Mar. 6 and 7, the city to be decided later.

G. E. Smith, prominent wholesale hardwood lumberman of this city, head of G. E. Smith & Co., 17 Battery place, has been elected a director of the First National bank of Port Jefferson, L. I. Mr. Smith has for years been a director of the First National bank of Mineola and for some time a stockholder in the First National bank of Port Jefferson.

At the meeting of the creditors of George J. Kennedy, wholesale lumber, 1 Madison avenue, a committee was appointed to go over a proposition offer by Mr. Kennedy of a twenty per cent settlement. The liabilities are estimated at $22,000 and the assets at $10,850.

F. A. Kirby, sales manager of the Cherry River Boom & Lumber Company, headquarters at Scranton, Pa., large manufacturer of West Virginia spruce and hardwoods, was in this city a day within the fortnight visiting J. W. Oakford, president of the company at the local office, 1 Madison avenue.

F. B. Gardner of Jacksonville, Fla., representing the cypress department of the East Coast Lumber Company, Watertown, Fla., was a business visitor a few days ago. Mr. Gardner and R. H. Paul of the East Coast Lumber Company, are principals with E. J. Marsh in the newly organized Flint River Cypress Company, at Albany, Ga., which has just bought a choice boundary of cypress timber in that vicinity and has begun the construction of a modern sawmill plant at that place. The product of the new company will be handled by Mr. Gardner from headquarters in Jacksonville.

BUFFALO

Mention of O. E. Yeager's name for president of the Chamber of Commerce finds favor among the lumbermen. It is likely that Mr. Yeager will be promoted to that office from the vice-presidency, as no one has worked harder than he to promote the city's interests through this organization. His connection with the national organization has made him many friends among the trade through the country, who will be glad to learn that he is in line for the chief office in Buffalo's largest commercial body.

H. A. Stewart returned about the middle of last month from a month's stay in West Virginia, where he looked after shipments of hardwoods at the assembling yard of I. N. Stewart & Bro.

G. Elias states that water shipments for this season by G. Elias & Bro. are practically over and have been about up to the usual amount. A good deal of stock is coming in by rail.

F. W. Vetter reports a fair month's business in hardwoods, as the result of a display of more effort than is sometimes required to move lumber. Oak and ash have been the chief movers.

A large quantity of oak, chestnut and poplar were received at the yard of the Standard Hardwood Lumber Company toward the end of last month and stocks now are well assorted.

Hugh McLean left near the end of last month for New Brunswick, Canada, on a hunting trip, expecting to go into the woods far enough to bring down some large game.

M. M. Wall spent part of last month in the West, going as far as Denver, and attending the meeting of the prison commission at Omaha, Neb. John W. Welsh has been representing the Buffalo Hardwood Lumber Company in Chicago.

Blakeslee, Perrin & Darling state that trade has shown improvement in the last two or three weeks, and while not as busy as desired the yard is constantly moving out some hardwoods.

Pheasant shooting has lately been occupying the spare time of F. M. Sullivan of T. Sullivan & Co. and he spent a few days last month, when the season opened, looking after this sort of game in Canada.

The National Lumber Company notes improvement in demand for hardwoods within the last few weeks, especially for maple, birch and oak, and a fair sale for chestnut.

The yard of A. Miller is carrying a good assortment of lumber, but is still adding stocks from the West and Southwest and better trade is looked for soon.

PHILADELPHIA

On November 1 the office of the Hadentine Lumber Company, now located at 810 Arcade building, Philadelphia, will be removed to the northeast corner of Sixth and Penn streets, Camden, N. J. This involves no change in the business of the concern in any way, but the removal is made so as to permit being in closer touch with H. R. Humphreys, who is allied with the Hadentine Lumber Company, and is also the treasurer of a corporation that controls a chain of grocery stores in Camden and surrounding territory. For expediency the offices of the two interests have been combined. The Hadentine Lumber Company will continue to act as sales agents for the Norva Land & Lumber Company, manufacturer of gum, poplar, North Carolina pine, cypress and hardwoods.

W. A. Murray, vice-president and sales manager, Tomb Lumber Company, says a fair amount of business is coming in constantly. The company's five mills are running full capacity and are turning out some excellent oak. Harry B. Tomb, president, has been somewhat indisposed at his summer home in the Mountain district near Jersey Shore, Pa., but will return to his office in a few days much improved in health.

Wistar, Underhill & Co. say that business is reasonably satisfactory, considering generally unsettled conditions. Mr. Underhill, who has just returned from a two weeks' stay at their mill in Evergreen, N. C., says the plant is working to full capacity, but it is difficult to secure satisfactory labor as there is a general call for men in the cotton fields. He says they are cutting as fine a bunch of long leaf yellow pine timber as he ever has seen, many of the trees running eighty feet before striking the limbs.

John J. Rumbarger of the John J. Rumbarger Lumber Company, reports the booking of some good orders during the last three weeks, but says there is still room for business improvement. Mr. and Mrs. Rumbarger spent a few days in New York recently celebrating the anniversary of their wedding.

James Strong & Co., Inc., report business more brisk of late, but volume still below expectation.

Daniel B. Curll says business is fair, considering complex conditions.

William Whitmer & Sons, Inc., are fairly busy. E. M. Bechtel, sales manager, says unrelaxed hustling is sure to bring orders.

Among the recent visitors to the trade were: E. E. Wheeler, Wheeler Lumber Company, Erie, Pa.; W. Lee Jack, treasurer Weston Lumber Company, Weston, W. Va.; Robert C. Webster, Huntsville Lumber Company, Decatur, Ala.; John E. Domsta, Ferd Brenner Lumber Company, Cincinnati, O.; E. E. Dale, Wilson Lumber & Milling Company, Lenoir, N. C.

Schofield Brothers report steady business, with no complaint at the selling end. Robert W. Schofield is spending some time at the Saltkeatchie Lumber Company's mill, at Schofield, S. C., in which locality it is found difficult to procure good labor.

William P. Shearer of Samuel H. Shearer & Son, says although a fair amount of business is coming in, the volume is below normal for this time of year. Mr. Shearer does not expect much increase in trade during the winter months.

Miss Frances Yardly Craig, daughter of George F. Craig of George F. Craig & Co., extensive lumber firm of this city, married at the Bryn Mawr Presbyterian Church, on Oct. 7, Alexander M. Warner. Mr. Warner will take his bride to Oklahoma, where he is in business.

The Eureka Motor Car Company, Scranton, Pa., was incorporated Oct. 6, with a capital of $25,000.

The Variety Turning & Furniture Manufacturing Company, Union City, Pa., obtained a charter Oct. 14, capital $15,000.

The Illinsworth Resinate Timber Corporation, Wilmington, Del., obtained a charter Oct. 16, capital $500,000.

A charter was granted the Linden Lumber Company, Linden, N. J., Oct. 17, capital $20,000.

PITTSBURG

J. N. Woollett, president of the Aberdeen Lumber Company, is moving off some good orders of gum and cottonwood. He bought this stock in large quantities late in the summer and is making attractive prices to big consumers.

The Baltimore & Ohio Railroad Company has announced that it will soon be in the market for 4,500 freight cars. This is another indication that the steel mills will be busy this winter. Both the Standard Steel Car Company and the Pressed Steel Car Company of Pittsburg, Pa., have lately received some large orders for cars.

Lumbermen of this city were very enthusiastic in their support of E. V. Babcock who was recently nominated at the primaries for city councilman. They also contributed liberally to his campaign fund. He is making a splendid record as a city councilman as he has always done in any public position.

The Pittsburg Wholesale Lumber Dealers' Association at a recent meeting went on record almost as a unit in favor of supporting with liberal contributions the work of the newly organized Pittsburg Industrial Development Commission which has established offices on the top floor of the Farmers Bank building. Wholesale firms all over the city are sending in their checks this week as the first assessment toward this object. No movement that has been started in Pittsburg for years has received so cordial commendation as this and wholesalers believe that with F. F. Nicola, a former Pittsburg lumberman, D. L. Gillespie, J. M. Hastings and Oscar Babcock actively engaged in this movement the lumber interests are bound to profit by it before many months.

The Newell Brothers Lumber Company has completed its big mill at Frenchton, W. Va., and is cutting about 35,000 feet a day, a large part of the output being hardwood. It is doing an exceptionally good business in the East this year.

H. E. Ast, hardwood manager of the American Lumber & Manufacturing Company, has gone out through the central West this week to get in

[illegible] with the manufacturing and furniture trade. He reports that October started off well [illegible] the prospect for a good [illegible] trade is more than [illegible].

J. C. Linehan, who represents the Linehan Lumber Company at its New York office, was in this city a few days recently. Trade with this concern is keeping up well.

The Forest Lumber Company is cutting about 25,000 feet a day at Bristol, Va.-Tenn. Its eastern business has been better than in 1910 but it notes a falling off in the Pittsburg district.

The Allegheny Lumber Company finds that October is producing much more business for it than September. Its hardwood orders are beginning to show up well in shipments. Competition is still very keen but the tendency among buyers in most cases is to increase the size of their orders.

BOSTON

The Brett Lumber Company, Lynn, Mass., is planning to build a large wharf at its property in West Lynn. The wood-working plant of this company was destroyed by fire a few months ago. The company now occupies an old shoe factory for its wood-working department. This gives it much larger and better quarters than it previously had. Just at present the company is being held up by the city on its plans to build the wharf, but it is said that no serious delay will be encountered.

The Alderbrook mill property in New Hampshire, owned by the George W. Blanchard & Son Company, has been purchased by George A. Veazie of Littleton, N. H. The main mill on this property was destroyed by fire some months ago.

The Lexington Lumber Company, Lexington, Mass., is reported to have bought a large tract of land in that town close by the Boston & Maine Railroad Company's tracks. This will give the company better transportation facilities.

The Trimount Lumber Company, Boston, George H. Leatherbee, treasurer, has filed the following annual statement: Assets, cash and debts receivable, $21,521; liabilities, capital, $5,000; accounts payable, $16,321; profit and loss, $200; total, $21,521.

The E. F. Nelson Lumber Company has started in the wholesale lumber business in Worcester, this state. Edwin F. Nelson, who came from the South has the New England agency for several southern lumber manufacturers.

The Norfolk Lumber Company, Stoughton, Mass., has been incorporated with a capital stock of $5,000. The incorporators are Fred H. Buckley, Herbert N. Mullan, Charles E. Dodge and George M. Nay.

BALTIMORE

The committee of the National Lumber Exporters' Association, which is to confer with members of the London Timber Trades Federation in regard to measurement and other questions, has been completed. It consists of Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, chairman; R. D. McLean of the Hugh McLean Lumber Company, Buffalo, N. Y., and J. R. Williams of the Ferd Brenner Lumber Company, Cincinnati. All the members of the committee are abroad, and it is expected that the conferences will take place the latter part of this month or the first part of November. A letter has been received here in response to one sent to the officers of the federation asking if they would be willing to meet the committee. The response is couched in the most cordial terms and expresses an earnest desire not only to have all the points at issue adjusted but to [illegible] possibly can be done. In view of the disposition of the Federation to co-operate with the exporters a feeling of confidence prevails here that every difference in regard to measurement will be adjusted, and that important progress will be made toward reaching an agreement on all other questions that may have given rise to disagreements. The relations between the exporters and the foreign buyers are at the present time more satisfactory perhaps than ever before, misunderstandings are being removed, and both sides are giving evidence of a sincere desire to co-operate, to the end that both sides will be benefited thereby.

Robert McLean, well known dealer in hardwoods and cottonwoods, who also distributes the output of the Norva Land & Lumber Company, reports that domestic business is quiet, but that more interest is being shown by the foreign buyers in stocks. The assortments abroad appear to have been reduced to a point where a filling out of the deficiencies is deemed desirable, and numerous inquiries are being received here, many of which result in sales. This is not merely the opinion of Mr. McLean, but must be regarded as a general experience, the more buoyant feeling being reflected also in the way stocks are regarded abroad. There is at present less exaction, the buyers are by no means as captious as they have been during a part of the present year, and the conditions are decidedly more encouraging from the standpoint of the shipper. Mr. McLean states that the ordinary widths of poplar, Nos. 1 and 2, are fairly active, bringing about $60 per 1,000 feet, and that the wide stocks are not as high as could be desired. The inquiry for the wide lumber, about twenty-four inches and up, appears to lag in consequence largely of the diminished requirements of the automobile builders, with prices around $80 to $85. No. 1 4-4 common oak is in good request, stocks bringing approximately $36. With respect to this division of the trade the Baltimore exporters are at a disadvantage as against the New Orleans shippers, who can get lumber for $30. But in spite of this drawback, the outlook in the matter of exports appears to be encouraging.

F. E. Hoffman of Hoffman Brothers, Fort Wayne, Ind., was a visitor a few days ago. He saw some of the local dealers and found business in the middle West quiet.

George L. Wright of C. Leary & Co., London, England, was a visitor two weeks ago. He came over to the States more for pleasure than for business, having visited Niagara Falls and portions of Canada. Robert Menzies of James Kennedy & Co., Ltd., Glasgow, Scotland, was in Baltimore about the same time and saw some of the exporters. He is in charge of the Cincinnati office of the firm. Another caller from abroad was Alfred Beling of Hamburg, Germany, who stopped on the way to Mobile, Ala., where he intended to establish a branch office.

Mann & Parker report business quiet, but they state also that they have taken a number of large orders lately. They have likewise entered into commitments for extensive supplies, having contracted for the entire cut of one mill during the next year.

COLUMBUS

H. M. Rowe of Powell & Rowe says business has been good during the last fortnight and more orders coming in. Prices are still strong and the prospect is bright. He says demand from factories for hardwood stocks is improving but yard trade is a little slow.

The report of the city building inspector for the first nine months of this year shows the number of permits issued were 2,144 as compared with 1,727 for the corresponding period in 1910. The valuation of the permits issued was $3,875,051 as compared with $3,885,707 for the first nine months of 1910.

B. N. Hayward, secretary of the Ohio Retail Lumber Dealers' Association, has resigned that position to enter the active lumber business with the Garver Lumber Manufacturing Company of Tippecanoe City, O. Headquarters of the association will remain at Canton, and all correspondence pertaining to association matters will be looked after by President O. H. Bachtel.

W. L. Whitacre of the W. L. Whitacre Company says trade has been satisfactory during the last month and orders and inquiries coming in steadily. Prices on all grades of hardwoods are well maintained.

H. W. Putnam, president of the General Lumber Company, returned recently from an inspection trip to the timber tract of the company on the Big Sandy river in Kentucky and the mill at Ashland. The concern had a large run of logs from the tract to the harbor at the mill and operations were started the middle of October. It was the first run of logs since April and as a result all mill owners are preparing to start their mills. Mr. Putnam reports a steady trade in factory circles and purchasing agents buying only what is needed for immediate wants.

M. A. Hayward of M. A. Hayward & Son, left recently for an extended business trip through the South. The company reports a good business in hardwoods generally and an exceptional demand for oak flooring. The difficulty is to secure sufficient stocks to meet orders promptly. There is only a small amount of dry stocks in hardwood flooring. Prices on all lines are strong and tend upward.

John R. Gobey of John R. Gobey & Co. finds improvement in business generally and a promising prospect. Orders are coming in well and prices rule firm. Stocks in the hands of mill owners and retailers are low.

J. K. Sowers, manager of the Sowers-Leach Lumber Company, says trade in hardwoods is good.

H. D. Brasher of the H. D. Brasher Lumber Company, returned the middle of October from a ten-days' business trip in the South.

S. D. Morgan of the Imperial Lumber Company left recently for a business trip in the South.

W. M. Ritter, president of the W. M. Ritter Lumber Company, returned Oct. 14 from a three-months' trip to the Continent and England. He visited the branches of the Ritter company in London and Liverpool, and had a pleasant trip.

Salesmen of the W. M. Ritter Lumber Company were called into the office at Columbus, Oct. 14 to 16 to confer with President W. M. Ritter and J. W. Mayhew, general sales manager. G. V. Patterson, manager of the eastern division, headquarters at Philadelphia, and F. B. Pryor, western sales manager, headquarters at Chicago, were among those who attended the conference. R. W. Horton, manager of the central division, was also in attendance. Reports were received from every section of the territory covered by the sales agents.

The W. M. Ritter Lumber Company finds improvement in the trade in the last fortnight and a promising outlook. Excepting in the lower grades of poplar prices have been well maintained.

CINCINNATI

A meeting of the directors of the Tensas River Lumber Company was held in this city on Oct. 17, at the offices of L. C. Black, secretary and treasurer. A new subsidiary company was formed, to be known as the Harrisburg, Tensas & Mississippi Railway & Navigation Company, with a capital of $500,000. The officers are George W. Balch, president; C. S. Walker, vice-president, and manager in charge of traffic; L. C. Black, secretary and treasurer. Equipment has been contracted for, one locomotive is in service and another under contract; two steam loaders and logging cars are part of the equipment. Passengers and freight will be cared for as soon as the road is completed. It will extend across the holdings of the company and will be twenty-seven miles long. Letters from S. A. Conn, manager of the Tensas River Lumber Company's operations, state that the mills are running full time and the logs are turning out better than was expected. He says the company has a fine stock of red gum and oak on stick and is shipping large quantities.

W. A. Bennett of Bennett & Witte, is in the

South looking after his varied interests, and will visit their new office for export recently installed, with A. W. Euler, their foreign expert, in charge. He will spend some time at the Memphis office before his return.

C. "Mack" Clark of the Swann-Day Lumber Company, left Tuesday for a tour of Michigan and the North, and will visit Detroit, Chicago, Grand Rapids and other points on business.

Lewis Doster left Oct. 16 for the New York offices of the Hardwood Manufacturers' Association of the United States, and will visit other points in the East before he returns, which probably will be at the week's end. There will be a meeting of the Executive Board of the association in this city Nov. 15, when it is expected there will be a full attendance, as arrangements for the annual convention will probably be discussed.

Ralph McCracken, secretary of the Kentucky Lumber Company, is on a business trip for his company to Chicago, St. Louis and other points.

W. E. Delaney of the Kentucky Lumber Company, says the company's mill at Burnside, Ky., is in operation, though logs are becoming scarce on the river, but a supply is being brought in by rail. The mill at Williamsburg, Ky., has started cutting on logs from its new timber tract in Tennessee, which are hauled by the company's road to the tracks of the Louisville & Nashville railroad, and delivered to the mill at Williamsburg, Ky.

Dwight Hinckley of the Hinckley Lumber Company, is out on the road for orders, visiting Chicago, Cleveland, Buffalo and other points, while S. Earle Giffen is looking after the local plant of the company.

The bowlers of the Lumbermen's Club are forming a league of lumbermen bowlers, and will run a series of games for the championship. E. J. Thoman, Harry R. Browne, R. S. Witbeck and Joe Bolser are promoting the league. All are bowlers.

President Sam Richey of the Lumbermen's Club, says that business is good. The outlook promises a successful season for the Club, as the "square deal" is working great good for Cincinnati. Every effort will be put forth to have all the heads of the various memberships attend the meetings, which will be made very interesting. The weather has interfered with a second outing of the club members, the outing last month at Ryland having proved so enjoyable that the members are pleading for "one more" before old winter puts the ban on outdoor fun.

INDIANAPOLIS

The Greeman Brothers Furniture Manufacturing Company, Lawrenceburg, Ind., has increased its capital stock from $75,000 to $150,000 and will increase its plant.

The Licking River Lumber Company, incorporated in Kentucky with $120,000 capital, has been certified to do business in this state, its capital represented in Indiana amounting to $8,000.

Joseph E. McCartney and Frank S. Whitcomb have bought the stock of the late Charles Davis in the Davis-Bireley Table Company at Shelbyville and the company has been reorganized with an authorized capitalization of $300,000.

About 150 members of the Louisville (Ky.) Commercial Club, including several lumbermen, were in this city Oct. 18 as the guests of the Indianapolis Commercial Club, Board of Trade and Indianapolis Trade Association.

The Manufacturers' Bureau of Indiana, comprising in its membership 1,200 manufacturers of this state, has under consideration the organization of an employers' mutual liability insurance company because the employers' liability insurance companies have recently advanced their rates forty per cent.

Mr. and Mrs. W. E. Van Talge are in London on their way home, expecting to return to Indianapolis about Nov. 15. Since May they have been at Axim on the Gold Coast of Africa. Mr. Talge is a mahogany buyer for the Talge Mahogany Company.

The Wasmuth Endicott Company has been organized at Huntington to take over the business of the Andrews Cabinet Company. The company will manufacture kitchen furniture, and has been incorporated with an authorized capitalization of $20,000. Those interested in the company are E. M., D. A., A. D., F. L. and H. R. Wasmuth, H. A. Dinius and C. E. Endicott.

EVANSVILLE

C. W. Talge of the Evansville Veneer Works, recently made a trip to Jackson, Tenn., where his firm has a large plant.

H. J. Schaefer of Young & Cutsinger, was in this city last week on his way to Jackson, Tenn., from a northern trip.

Bedna Young of Young & Cutsinger returned last week from Jackson, Tenn., and says that the outlook for business at that point is good. His firm has a nice stock of quartered oak at Jackson, having operated its plant steadily.

M. E. Cummings of Reimeier Brothers & Cummings, who met with an accident while crossing the Chicago & Eastern Illinois tracks near his office, is improving. B. R. Bertrand is in charge of the sales department during Mr. Cummings' absence.

The Lumbermen's Club of Evansville was represented in the fall festival and German day parade by one of the most original and at the same time one of the prettiest floats in the parade, which was about a mile and a half long and was witnessed by about seventy thousand people. The float representing the club was a large touring car covered by a frame which was decorated with oak leaves and flowers and bore the legend of Hoo-Hoo on either side and in front, a black cat. In the car were six young ladies, all of whom are connected with the lumber offices in the city, and all dressed in the black robes of Hoo-Hoo.

E. Bird of the Wood Lumber Company, Millington, Tenn., was a recent visitor.

MEMPHIS

The strike on the Illinois Central and the Yazoo & Mississippi Valley roads is gradually being overcome and traffic conditions are more nearly normal than at any time since the troubles began. Traffic officials estimate that they are handling more than eighty per cent of all the business offered them and they further express the view that in a short time the two lines will be able to handle all shipments turned over to them. The shops here have been successfully manned and the same is true of those at other points where repair facilities are maintained. The embargo on carload shipments of lumber and logs was removed more than ten days ago and since that time a considerable amount of logs has been handled by these roads as well as some shipments of lumber to domestic markets. In this connection it may be noted that the Illinois Central System is not now accepting any business for export, with the result that those lumber manufacturers and dealers having no other outlet than the Illinois Central, and the Yazoo & Mississippi Valley roads have been seriously handicapped. Where they have been selling to domestic markets it has been possible during the last few days for them to move their lumber. The improvement in the situation on the Illinois Central has helped to bring about an increased amount of log receipts at Memphis.

The Mississippi river has risen enough during the last fortnight to increase materially the amount of logs available by water. Some of the concerns in North Memphis were threatened with a shut down on account of lack of timber, but they have since been able to bring out enough logs to keep them steadily in operation, and the indications are that the supply of logs for early winter will be satisfactory.

The Bellgrade Lumber Company has cut out all of its timber holdings at its plant at Bellgrade, Miss., and has removed its railroad and logging equipment from that point to its other timber land holdings near Midnight, Miss., about fifteen miles farther down. The company operated several miles of railroad for the development of its original timber holdings and these facilities are being installed on the other timber property with a view to its immediate development. The plant at Bellgrade will continue in operation. John W. McClure, secretary of this company, states that the strike on the Illinois Central and Yazoo & Mississippi Valley roads has been relieved for domestic shipments but that it is impossible to make export shipments.

The Anderson-Tully Company is putting up a plant for the manufacture of built-up material in North Memphis and will be in readiness for operation about Nov. 1. This plant will involve an outlay of about $20,000, exclusive of the power plant, and will have a daily capacity of 25,000 feet of lumber. Gum will be used exclusively for the manufacture of three-ply stock, which is to be its principal output. The veneer plant of this company, closed recently for repairs, is again in operation.

R. J. Darnell of R. J. Darnell, Inc., has been at Freeport, L. I., during the last few days at the bedside of his daughter, Pauline, who was severely injured recently in the automobile wreck which caused the death of Mrs. Darnell and Miss Beatrice. Mr. Darnell accompanied the bodies of his loved ones to Memphis and immediately after the funeral and burial services returned to Freeport. The double funeral services, Bishop Gailor of the diocese of Tennessee officiating, were impressive.

George D. Burgess of Russe & Burgess, Inc., has returned from a trip to Europe covering a number of weeks. Mr. Burgess landed in New York about two weeks ago and since that time has been traveling in the New England states and in the West. Mr. Burgess says that at first he found conditions in England and on the Continent very satisfactory, but more lately the foreign markets have been unfavorably affected by heavy consignments of American lumber growing out of the unsatisfactory conditions in America. He says the presence of so much consigned stock makes it very difficult to put through direct order business on anything like a satisfactory basis.

The Johnson-Fitzgerald-Sweeny Lumber Manufacturing & Railway Company, capitalized at $5,000,000, has been granted a charter under the laws of Mississippi and purposes to establish several sawmill plants at different points in the Pearl River valley where the members of the company have extensive timber land holdings. These mills will have a capacity of 150,000 feet per day. The holdings are reported to be 150,000 acres, including much hardwood. The principal organizers of the company are Joel F. Johnson, Jackson, Miss., P. H. Fitzgerald and Andrew M. Sweeny, Indianapolis, Ind.

The Cremer Lumber Company has been incorporated and will have headquarters at Little Rock, Ark., capital $2,200,000, to do a general milling and lumber business, build and operate sawmills, handle real estate and timber lands and to transact any other business connected with the lumber industry. The incorporators are J. C. Cremer, C. G. Powell, W. W. Atkinson, A. J. Reap and R. S. Wilson.

Application for a charter has been filed in this city by the Martin Furniture Company, capital stock $15,000, incorporators M. M. Martin, L. E. Madden and others.

The Sargent Lumber Company has filed articles of incorporation here and will engage in the lumber business. The capital stock is $5,000. William Sargent, Charles W. Anderson and others are the incorporators.

NASHVILLE

The Morford Lumber Company has bought a tract in White county, Tennessee, on which are many carloads of fine white oak logs, and the timber is being moved to this market. The company also bought about 100,000 feet of first and second quality white oak at Shelbyville, Tenn.

The Southern Lumber & Manufacturing Company, whose mill and other buildings were burned a few months ago, is rebuilding the mill and box factory, the new plant to cost about $50,000. The company expects to have the plant in operation by Dec. 1. The company will use 40,000 or 50,000 feet of lumber daily.

Last year was a big year with the Nashville hardwood flooring concerns and the output this year will be about the same as last. Orders this year have not been so large as last but they have been more numerous, the companies having broadened their business by judicious advertising.

The Read-Wooten Company of Carthage, Tenn., has closed a contract for the erection of a large spoke and hub plant, work on which will begin at once. The company will have one of the largest and best equipped plants of the kind in the state and Carthage is located conveniently to one of the best hardwood producing sections of Tennessee.

The Decatur, (Ala.) Lumber & Manufacturing Company has been chartered with $15,000 capital. W. F. and D. A. Bixby and E. M. Knight are the incorporators.

At the last regular meeting of the Nashville Lumbermen's Club there was more than the usual amount of trading. There was special demand for 6/4 ones and twos poplar and some thicknesses of plain and quartered oak and several carloads changed hands. Upon recommendation of Secretary S. C. Ewing, who had been appointed to prepare resolutions indorsing the attitude of the Grand Rapids Lumbermen's Association of Michigan, regarding overcharges on weights on lumber shipments, a committee was named to go over the resolutions. E. Hunt, E. E. Bartholomew and Henderson Baker were appointed for this duty.

BRISTOL

The hearing of the case of the Bristol lumber shippers against the Southern, Norfolk & Western and Virginia & Southwestern railroads was held in this city last week before Special Examiner Boyle of the Interstate Commerce Commission, before which the complaint was filed a few weeks ago. Attorney Walter E. McCornack, formerly attorney for the Interstate Commerce Commission, who is counsel for the local lumbermen, was here and conducted the hearing for the complainants in a manner to them thoroughly satisfactory. The case involves the milling-in-transit rate, which was increased last spring to two cents. This rate was only $2 per car at one time but the railroads have boosted it up to $12 to $14 per car. It was 1 cent per hundred last spring, when it was advanced to two cents per hundred. It was then that the Bristol lumbermen resolved to go before the Interstate Commerce Commission and assail the rate as excessive. It is claimed by the local lumbermen that they are seriously handicapped by the heavy milling-in-transit charge. The rate has been put [illegible] on the lines of the Southern and Virginia & Southwestern. George M. Speigle & Co., Newport, Tenn., recently secured [illegible] against the Southern on the ground that [illegible] to pay a rate higher than that charged at Bristol, whereupon the rate here was promptly doubled.

[illegible] Lumber Company, [illegible] on the [illegible] week. The company [illegible] on the market.

The [illegible] Lumber Company at Hampton, Tenn., near Bristol, will be put in operation at an early date and will be one of the largest operations in Carter county. The company is busy constructing a line of railroad.

The Champion Lumber Company, which is remodeling the band mill at Crestmont, N. C., recently bought from the Pigeon River Lumber Company, is preparing to operate on a much larger scale and is increasing the output of the plant to 125,000 feet daily capacity. The company is spending a large amount of money in the building of a railroad to log its timber and the installation of the most modern logging equipment.

The government is considering the purchase of other timber in this section, in addition to that contemplated by the Weeks bill, making the appropriation for the Appalachian Forest Reserve. Congressman Sam R. Sells, an active lumberman and business man, was in this city this week and stated that he was now very hopeful of having the government purchase much more timber land in his district than was at first contemplated. Cruisers and investigators are at work examining the White Top tract of 75,000 acres, east of Bristol and the third Appalachian tract offered, near Asheville, N. C., of about 70,000 acres and it is believed that both tracts will soon be taken over by the government.

LOUISVILLE

The Louisville Hardwood Club, nearing the third anniversary of its birth, is doing some fine work for a three-year old these days. The vigor of youth in the organization is being tempered by the conservative spirit of riper years, as far as the life of a trade body goes, and the present season finds the Gateway City club doing some of the finest work of its career. The program of discussions upon general business topics in their relative bearing to the hardwood industry has been temporarily discontinued but will be resumed at an early day with a talk upon credits by one of the best-known credit men in Louisville.

The routine life of the club was varied by an athletic interlude during the recent World's Series. Most of the hardwood lumbermen of Louisville are enthusiastic "fans" and several of them, including Mart Brown of the W. P. Brown & Sons' Lumber Company, president of the club, went to Gotham and to the City of Brotherly Love to watch the Elephants and the Giants battle for supremacy.

At a recent meeting of the Hardwood Club a resolution was passed strongly indorsing the recent move made by the Grand Rapids Lumbermen's Club in Michigan toward standardization of railroad weights on carload shipments. The Grand Rapids interests propose to petition the Interstate Commerce Commission to establish an official system of weighing carload lumber shipments, inasmuch as railroads throughout the country are discovered to be in gross error in their weights every day, owing to lack of adequate inspection and standardization of weighing apparatus and units. These errors are seldom in favor of the shipper and the lumberman finds that he works to a great disadvantage, which would easily be rectified by the establishing of official weighing methods. The Louisville Club has promised to lend its support to the movement projected by Michigan lumbermen.

A joint meeting of representatives of the National Hardwood Lumber Association and the Hardwood Manufacturers' Association of the United States was held in Louisville a few days ago at the Seelbach hotel. The purpose of the conference was to effect, if possible, equalization of the measurement systems now used by the two bodies. However, no statement was given out at the close of the meeting and the conclusion arrived at by the conferring parties is not made public.

Impersonating a $10,000,000 lumber company of Kansas City, Mo., in the capacity of "Special representative in Kentucky," Frank M. Stanley, a well-dressed and athletic-looking young man, recently used the mails to defraud prominent mercantile houses throughout the country to the extent of $20,000 worth of goods, operating from Bluegrass headquarters. Stanley was arrested and subsequently convicted of having used the mails to defraud and was sent from the federal court in Louisville last week to the penitentiary in Atlanta, Ga., where he will serve one year at hard labor.

Examiner G. P. Boyle, of the United States Interstate Commerce Commission, visited Louisville last week to sit at rate hearings involving a number of the most prominent lumber concerns in Louisville and Kentucky. The grievances of the lumber companies mainly concerned the basic values of railroad rates upon lumber shipments through the Ohio valley as compared with steamboat charges for the same shipments, the standardization of a 10,000-pound minimum carload above the Mason & Dixon line and of a 30,000-pound minimum in southern and southwestern territory, and the adjustment of rates upon railroad tie and millwork shipments in connection with charges made upon rough lumber consignments. The Louisville & Nashville Railroad Company was made defendant in a majority of the cases. The Wood-Mosaic Company, in Louisville, filed a complaint demanding a refund upon shipments over the Louisville & Nashville which had been received and were again forwarded over that road, in accordance with a ruling of the Commission which makes such a refund legal if the fact is published beforehand. The Louisville & Nashville had neglected to publish the refund and refused to pay, on the ground of its illegality when this error had been committed. Examiner Boyle refused to allow the confession of the railroad for $10,000 and said that the merits of the case would have to be further investigated. The complaints registered with regard to rate regulation in the Ohio valley were filed against the Louisville & Nashville by the Norman Lumber Company, the L. C. Gooch Lumber Company, the W. A. McLean Lumber Company and the Alfred Struck Company of Louisville, together with the J. H. Stricklin Company, a cross-tie concern of Insko, Ky. Examiner Boyle's hearings have not yet been completed.

ASHLAND

John G. Johns of Winchester, Ky., was a recent visitor en route to Big Sandy points where he has timber interests.

J. B. Kitchen, manager of the Standard Planing Mill & Building Company, attended the Lexington trots, last week.

Fred A. Wilson and W. A. Cool of the Vansant, Kitchen & Co. sales force were visitors at the mill the first of this week.

S. H. Nigh of S. H. Nigh & Bro., has returned from a trip to New York and eastern points in the interest of his firm.

T. N. Fannin and John W. Kitchen have returned from a trip to their lumber mill at Decatur, Ala.

ST. LOUIS

Lumber receipts during September, as reported by the Merchants' Exchange, aggregated 13,435 cars. Receipts for September, 1910, totaled 16,796 cars, 3,361 cars more than this year. Receipts of lumber by river during September were 166,000 feet. Receipts for the corresponding month in 1910 were also 166,000 feet. Shipments of lumber by rail last month were 10,224 cars. Shipments by rail for September, 1910, were 10,750, 526 cars more in 1910 than during September this year. Shipments of lumber by river last month were 55,000 feet. River shipments for September, 1910, were 182,000 feet, 127,000 feet more than this year.

The taking up of the question "how to rescue trade and industry from ruinous persecution by prosecutors, politicians and agitators," was urged on all business men's associations throughout the United States in resolutions adopted by the Lumbermen's Club of St. Louis at a meeting held recently. The resolutions aver that business interests of the country in the last four years have been subjected to extraordinary harassment in connection with widely extended efforts to enforce the federal and state anti-trust laws, with the result of impairing trade activities and preventing a return of prosperity to the detriment of investors, employers and wage earners alike. The resolutions say: "There is not and never has been, we assert from our knowledge of the lumber business in all its branches and ramifications, and upon our word of honor as gentlemen, such a thing as monopoly control of prices, production of the supply of raw material for manufacture in the lumber trade."

At a meeting of the Joint Fire Prevention Committee of the Municipal Assembly held a few days ago, before which several lumbermen appeared, it was agreed to modify the ordinance relating to lumber yards and give permission to stack lumber thirty-five feet high, instead of twenty, as first provided. The privilege to stack lumber up to within ten feet of the street line was also extended in place of the original restriction, at fifteen feet.

The Ganahl-Fidel Lumber Company recently bought the yard of the Banner Lumber Company at Newstead and Duncan avenues, with four or five million feet of lumber, thus increasing its yard facilities. The Ganahl-Fidel Lumber Company now has three yards.

After several weeks spent in the northern territory, securing business, E. W. Blumer, sales manager of the Lothman Cypress Company, has returned with a large number of orders which call for a large amount of cypress.

Thos. E. Powe of the Thos. E. Powe Lumber Company, says there is a noticeable improvement in trade. Wide poplar boards have had a splendid call.

Advices have been received that Loyd G. Harris of the Loyd G. Harris Manufacturing Company, is recovering from his recent stroke of paralysis and that he will soon return from Oconomowoc, Wis., where he has been for several weeks.

H. A. Singer, New York representative of the American Hardwood Lumber Company, is in this city and will remain for several weeks. He says business in the East is about the same as it is here.

According to W. W. Dings of the Garetson-Greason Lumber Company, there is a fair demand for the better grades of gum and oak for prompt delivery.

A fair demand for the leading items on the hardwood lumber list is reported by the Chas. F. Luehrmann Hardwood Lumber Company, red gum, especially, being called for in good volume.

The J. R. Perkins Lumber Company has moved from the sixth to the eighth floor of the Fullerton building to obtain more room for the increase in its business.

A leaking gasoline tank and subsequent explosion caused the destruction of the $3,000 automobile of J. F. Liebke, general superintendent of the C. F. Liebke Hardwood Mill & Lumber Company recently. The accident took place about twelve miles from this city. Mr. Liebke was en route to Kansas City, but because of the bad condition of the roads was forced to turn back. Mr. Liebke was burned slightly on the face and hands.

MILWAUKEE

The West Milwaukee car shops of the Chicago, Milwaukee & St. Paul railway have begun the erection of 1,400 freight cars of the latest type to be used on the Pacific coast extension of the road. The work will keep 3,500 men busy throughout the coming winter.

The Mitchell-Lewis Motor Company of Racine, manufacturer of wagons and automobiles, has filed its election with the Wisconsin Industrial Commission to go in under the new Wisconsin workmen's compensation law. The number of employes certified is 2,500.

The Hartmann Trunk Company of Racine recently lost $85,000 by the burning of its two main manufacturing buildings, power house and dry-kiln. Insurance to the amount of eighty per cent was carried. The company's offices, containing books, papers and orders, as well as designs for the 1912 trade were destroyed. A modern fireproof factory building will be erected to replace the structures destroyed.

The high water all over northern Wisconsin has made it possible for many lumber companies to drive down their logs in record time. Considerable damage was suffered by a number of concerns along the Wisconsin and other inland rivers.

C. F. Hankwitz has decided to locate his new broom handle factory at Merrill instead of at Edgar. A site has been secured and work on the new plant will begin at once.

The Badger Wood Material Company was incorporated in Merrill recently with a capital stock of $25,000 to manufacture excelsior from basswood bolts. Various articles of woodenware will be turned out later. Officers of the company include Ferdinand Ollhoff, president; Robert Hackbarth, vice-president and manager; L. G. Gaylor, secretary and treasurer, and F. C. Rose, sales agent.

Work on the erection of the new hub plant of Andrew Kaul, jr., at Merrill is now under way. The plant will include a sawmill, 35x60 feet, a main building, 50x100 feet, a power house and drying sheds. The buildings will be frame construction and will be equipped for sorting, boring, turning in the rough and steaming and oiling the hubs. The remainder of the work on the hubs will be completed at the plant of the Studebaker Corporation, South Bend, Ind. Birch will be used. It is expected that the plant will be in operation by Jan. 1, 1912.

The Jaeger-Mayer Company, a new concern of Watertown, is now located in a temporary plant where it is turning out a general line of mill work and store and office fixtures. The company is erecting a plant, 60x96 feet in dimensions, and a dry-kiln, 18x24 feet.

WAUSAU

Work on the Merrill Hub Company's plant in Merrill has been started. George V. Harding, general manager, of Bangor, Me., and J. B. Vanderpool, superintendent, of Bingham, Me., have arrived on the ground.

The hub mill in Crandon, which recently passed into the hands of the Shaw Company, is soon to be put in operation again, and the company is advertising for yellow birch logs. The company is composed of Samuel, L. W., L. P. and Grace S. Shaw.

The Badger Wood Material Company has been incorporated at Merrill, the following being the officers: Ferdinand Ollhoff, president; Robert Hackbarth, vice-president and manager; L. G. Gaylor, secretary and treasurer; F. C. Rose, sales agent. The concern is capitalized at $25,000 and will build a plant at once, and will be ready for business by Dec. 1. As the company's name implies, it will manufacture several varieties of wood products.

The Badger Casket Company of Milwaukee has been incorporated, with a capital stock of $6,000. The incorporators are Wm. Borman, Wm. A. Hall, J. A. Oleson.

The Gooding & Mylrea Lumber Company of Wausau, which lost its mill in Wittenberg by fire some months ago, has removed its lumber stock and abandoned further operations at that place.

The creditors of the defunct Page & Lyon Manufacturing Company of New London have appointed J. F. Kenkel receiver, with authority to start the factory in operation until the unfinished stock is worked up. If the factory proves successful under his management it will be continued in operation and the company will be reorganized.

CADILLAC

W. W. Mitchell of Cobbs & Mitchell, Inc., and the Mitchell Brothers Company of Cadillac, is enjoying the hunting season as a guest of the St. Paul Hunting Club in northern Minnesota.

R. J. Clark, president of the Peninsula Bark & Lumber Company of Sault Ste. Marie, Mich., paid Cadillac a business visit last week.

Murphy & Diggins have just received a new forty-ton Lima locomotive which will be used for hauling logs from the woods to the mill. This firm has also put in a new cutoff saw to be used in reducing railroad ties to the proper length. Improvements in the way of new log slide and a large box for the hog feed have also been made. This hog feed is refuse lumber reduced to fine particles and used by them and the Cadillac Water & Light Company for fuel.

The new building of the Cadillac Chair Company is nearly completed. The roof has been finished, boilers installed and the contractors are in every way far ahead of their contracts. The erection of a drying kiln has been started, 75x18x10 feet, and with favorable weather conditions it is expected the factory will soon be running.

The Williams Brothers Company, now the largest manufacturer of last block in the world, has moved its Manton plant to this city and will double its capacity by the addition of two new lathes, making a total of five machines turning out last blocks. An air drying shed will be built, 200 feet long, 30 feet wide and of proportional height. It will take until spring to complete the work. This company has removed its logging camps from Benzie county to Section 26, Colfax township, Wexford county, and is also putting in a camp in Sherman township, Osceola county.

Cummer-Diggins & Co.'s sawmill is closed for two weeks for repairs, and new machinery is being installed. A single band will take the place of the double band saw, the "nigger" beds will be repaired with new timber, the conveyors overhauled and new skids placed in the dumping ground. A new fifty-ton Lima locomotive has been bought for the woods operations. This company plans to place in operation next spring a shingle mill in connection with its plant. It has a quantity of cedar stock awaiting manufacture. Logging operations will begin on Sec. 13, Colfax, Nov. 15, the railroad having been extended into that section.

The Haynes Brothers Company has made a number of improvements around its plant. The trams on the north end of the shed have been repaired and a new tramway built at the south side; two new turn tables have been installed and a cement driveway just finished.

The St. Johns Table Company's business is making a steady gain over last year. This company expects to ship $40,000 worth of tables this month, and the business is advancing rapidly toward the goal of $500,000 a year.

A new turpentine plant is to be erected at Clare. The company is capitalized at $100,000 and plans to build one of the largest turpentine factories in the state. It will manufacture turpentine and its by-products.

The A. L. Dennis Salt & Lumber Company's mill at Park Lake is closed for the season, having completed its cut of logs.

M. F. Woodruff of Rockford, Ill., bought 15,000 acres of land in Norwich and Enterprise townships, Missaukee county, and a part in Roscommon county from the N. Michelson Lumber Company of Michelson. The timber rights are reserved to the lumber company. It is expected this land will be colonized.

The Hardwood Market

CHICAGO

Very little can be seen in the Chicago market that would indicate any material change during the last fortnight. Reports from individuals vary widely as to their individual business. There continues to be an encouraging number of inquiries from railroad buyers, most of which seem to be for actual wants rather than as mere feelers. Interior finish, which has been a strong feature for some time, continues to take a fair volume of stock. The activity of planing mills and similar plants indicates activity in the finishing end of the building trade. The local flooring business is in a correspondingly better condition.

The general market continues blotchy, with occasional large orders for different lines. The box people have placed a few orders of unusual proportions, while one of Chicago's piano houses has just taken over a large stock of poplar.

Local prices indicate an absence of any panicky feeling, such cutting as is done being scattered and individual. On the whole, the volume of consumption continues to be very well maintained, being made up of a large aggregate of small orders and a scattering of larger ones.

NEW YORK

The hardwood market, considering the general business situation, continues in good shape. Buying is still largely of the hand-to-mouth order, but the relation between supply and demand in good grade lumber seems sufficiently close to keep prices steady and fairly satisfactory. There is almost a total absence of the usual fall buying in large lots, but the supplies in the hands of the yard dealers as well as the local manufacturing trade are so much below normal that there is almost a continuous buying, which keeps the wholesale market active. Some improvement is noted in inquiries and the general feeling prevails that in the aggregate there is going to be a fair fall trade, but in small quantities. Low-grade stock is more plentiful and not in as strong a position as good grade lumber. The export market is reported in very fair shape and considerable business is being booked. The hardwood flooring market is in fair condition.

BUFFALO

A better movement of hardwoods became evident last month and there was an absence of the complaint of dullness at almost all yards. Trade was not as brisk as dealers expected and a good deal of effort was required to keep lumber moving, but there was more satisfaction in the general status of business. Some complaint was made that the car movement was slow, but most dealers said they had not had much trouble in that way.

Plain oak continues one of the chief stocks wanted and there is a good demand, comparatively, for maple and birch, especially the upper grades. In poplar the better grades are moving fairly well, while the lower grades are inclined to drag. Ash, chestnut and elm are among the woods in which there is a moderately good demand. Prices of hardwoods show little change and are firm.

PHILADELPHIA

The hardwood situation the past fortnight remains without significant change. Trade continues fair but admittedly a more effort is necessary to book sales. A slight wavering in prices in one or two lines, especially in the lower grades, is noticeable, but on the whole values have been well sustained. In some lines yard stocks show a fair increase, but in the desirable building woods there is a marked depletion. Buyers, who have just returned from the different lumber camps report that there is no overplus stock in standard lumber of any kind and no indication of any desire to force the market. The present condition of the hardwood lumber business, although not up to expectations for the fall opening, is in many particulars encouraging, and the general opinion is that if not a large increase, a steady reasonable advance in trading may be counted upon for the near future. The railroad situation during the last fortnight has not changed. Equipment departments continue active, but as to extension work nothing may be looked for before spring.

PITTSBURG

Hardwood business is fairly satisfactory and is standing the strain of long-continued dullness very well. In certain lines trade is considerably improved. White oak is a splendid seller and it is hard to get enough long sticks to go around. Furniture demand is a little better, for the companies are gradually beginning to take on stock to fill up gaps at their plants. Salesmen report that the implement and vehicle factories are increasing their purchases and seem willing to pay good prices for A No. 1 lumber. Yard trade shows improvement but not enough to cause enthusiasm among the wholesalers. Most hardwood concerns are running their plants at nearly full capacity, which looks as if stocks were, as reported, pretty low in good lumber.

BOSTON

There has been very little life to the demand for hardwood lumber in this market this month. Some dealers who go outside of New England for part of their business state that they have done more away from home than nearby. The unsettled condition of prices of the last two or three months has had much to do with keeping demand down close to actual wants. With a weakness in values few dealers are willing to anticipate wants as they feel they have nothing to lose by waiting and everything to gain. The middleman is more or less disturbed because manufacturers of hardwood lumber are making offerings direct to their customers at prices, if not the same as made them by the manufacturer so near to them as to leave an unsafe margin to the wholesaler. There has been more of this direct offering this season than ever before, according to several leading dealers. The tendency of buyers is to keep their purchases down and to shop around. Considerable lumber has been offered at low prices. While the quality may not be up to the standard in all cases the buyers who have taken in such lots do not admit to salesmen that they have not received what they expected. Quartered and plain oak are reported as easy. Birch and maple are fairly well held but there is no activity to demand.

BALTIMORE

The preponderance of reports concerning the hardwood trade are still to the effect that quiet prevails and that the yards are holding back with purchases. Determined effort is required to get orders and salesmen are not having an easy time, but the movement compares favorably with the volume of business of the corresponding periods of other years. The big consumers continue to defer purchases, the railroads and other large corporations pursuing the policy to make as good a showing in expenditures as possible. This policy, however, can be carried only to a certain point, and it is to be questioned whether this point has not already been reached or even passed. Domestic business in hardwoods is quiet but a marked revival in interest is being reported in the export trade. Apparently stocks abroad have been so reduced as to make extensive replenishing necessary or at least desirable. Evidently the assortments are no longer large enough to meet the wants of the requirements abroad, and a disposition exists to offer better prices as well as to show greater liberality in the interpretation of the inspection rules. For the present the foreign prospects are distinctly better than the home indications, and it looks now as if the balance of the year would be productive of a fairly active movement to foreign ports. The quotations, however, even at home, are about holding their own. With the exception of wide high grade poplar, which is lower than the conditions of supply would seem to justify, and sound wormy chestnut, which continues to be the weakest item on the list, there is no marked letting down in the range of values. Common poplar is moving in sufficient quantities to avert congestion, as also is common oak. In some divisions of the list almost a scarcity prevails, though it is also to be said that the competition for stocks at points of production is less active than it was during a part of the year, and that an easy tone prevails.

COLUMBUS

Trade continues active, considering the lateness of the season. Up to the present the weather has been very favorable and building operations have continued active. This has helped the market. Traveling salesmen report short stock in every section and the policy followed by retailers is to buy only what is needed for immediate wants. There is no disposition to stock up and there is a feeling of uncertainty. Prices have been well maintained, excepting in the lower grades of poplar where a slight reduction has been made. There is no disposition among manufacturers or jobbers to rush business by cutting quotations and this has aided in keeping things going. Dry stocks in the hands of the mill owners are low. There is a fair movement in the lower grades although the best demand is still for the better grades. Demand from manufacturing establishments is steady but not large and there appears to be no disposition to increase stocks. The policy is the same as with the dealers, to buy only what is needed. Automobile factories are not buying the wide sizes of poplar. There is a good demand for oak flooring and the difficulty is to secure sufficient dry stock for prompt shipment. Collections are reported as fair. Quartered oak is in fair demand. There is a good demand for plain oak. Poplar is selling satisfactorily. Chestnut is selling well. Ash is slow. There is a fair demand for basswood.

INDIANAPOLIS

The hardwood lumber situation has not changed greatly in the last two weeks. Continued rains throughout this state have continued to interfere somewhat with business. However, there has been a fair volume of business and the situation is not at all discouraging. The amount of business is said to compare favorably with that of this time last year. Prices continue steady, with no indications of a break, and some good contracts are in sight. Building operations are as good, considering the weather, and manufacturing plants using hardwoods are said to be showing additional activity.

CINCINNATI

Business in this market is steadily growing more satisfactory in the aggregate volume of business, but the close or conservative buying of the manufacturing consumers continues to be the perplexing question. Business with the furniture manufacturing industry continues conservative, although somewhat improved in volume. Oak, common and better, is in active demand, though the stocks of good dry stock are somewhat limited. Quarter-sawed and plain are in fair demand. Highly figured white oak is not much sought. Heavy timbers and car stock and railroad ties continue in good call. All manufacturing grades of chestnut are in very fair demand, also long ones and twos. Heavy, rough stock and low-grade chestnut are moving well. Sound wormy chestnut, good wide stock, is active and there is a fair demand for ordinary grades. Prices for sound wormy are strong and buyers are willing to pay a little more for good stuff. Manufacturers' grades of poplar are in good demand. Business in the wide stuff for the auto trade is light. Box boards are in good call and business in wide panel stock is fair. Ash, white and brown, is in good demand for the export trade. Wagon and carriage stock is selling well. The furniture trade is buying freely. Hickory is in good demand for wheel, pole and shaft stock, with a ready sale for all offered. The stocks are limited and prices are firm. Hickory boards of good lengths are very scarce and there is some inquiry. Red gum, ones and twos, is moving briskly and some activity is shown in saps and common, which are still hardly up to the wants of the market. Basswood is moving well and a better feeling is noted in the manufacturing grades. Cottonwood, ones and twos, is in very fair request, and there is a lively movement of common and low grades. Mahogany lumber is in good demand, especially for Cuban, and there is a fair volume of business in Honduras, Mexican and African. Flitches are in good demand. The decline of highly figured oak furniture has increased the demand for mahogany, and the furniture industry is buying more of this wood. Birch, red and white, is receiving much attention. Buckeye and other hardwoods are in fair movement. The buying for the foreign market is fair, and there is a good movement of oak boards. Walnut is in only fair movement to the foreign trade. Ash is in good inquiry. Demand for red gum is fairly active. Cypress, for thick tank stock, is in fair demand but the buying for the building trade is light and fall buying is light.

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EVANSVILLE

The hardwood market has shown signs of returning life during the last three weeks, after a somewhat spotty season. Quartered oak is still a little slow as well as a little off in price, but the trend of the market the last three weeks will see quartered oak strengthening, is the opinion of local buyers. Ash and plain oak have been in fairly good demand all season. Poplar is fairly strong.

The building boom, which has been in progress for about a year, is still on and shows no signs of slackening, the gain for September being forty-two per cent over the same month last year. It is estimated that $2,000,000 have been spent for building during this season.

MEMPHIS

Demand is only moderately active. Considerable buying is being done at the yards for filling in and for immediate requirements, but there does not seem to be any disposition to stock up for future needs. The large consumers are still holding out for lower prices and are postponing purchasing until they get better values or until they realize that holders are not going to make the concessions desired. Demand for plain red and white oak and No. 1 common and better red gum is very good. Quartered white oak is still very slow of sale, but there is a moderate movement in quartered red. The upper grades of cottonwood and cypress are moving moderately. There is no active demand for ash, but some manufacturers have sold their output and are delivering it as rapidly as it is ready. The lower grades of cottonwood and gum are in more active demand and prices are somewhat firmer, largely as a result of activity in wooden box manufacturing. Upper grade sap gum is going at a good rate, but prices are not as firm as had been expected. Conditions in the foreign market are more satisfactory than in America, but export business has been damaged to some extent recently by the return to the practice among American manufacturers of sending their lumber to Europe on consignment.

NASHVILLE

There has been a general if not an extensive improvement of business during the last week compared with the weeks before. Orders continue comparatively small and for immediate delivery, this seeming to be the accepted rule, as for the last few months. There has been more activity perhaps among the consuming factories, which has helped the hardwood situation. Furniture people are preparing for the holiday trade. Automobile makers are more active and are after wide poplar. There is a steady call from the box manufacturers and this has helped low-grade poplar. The planing mills and manufacturers of interior woodwork are also busy and calling for red gum and other woods. Maple and birch are more brisk and chestnut also is active. There has been no change in plain and quartered oak. Plain oak and poplar lead in demand. Vehicle and implement makers are placing good orders. Prices continue steady. Hardwood mills are all active.

BRISTOL

Local hardwood men report trade conditions slightly more favorable but dullness continues. The general belief is that business will pick up gradually this fall and winter, and unless there is a radical decline in the market manufacturing will continue. There is still much complaint but the general feeling is buoyant. The volume of business is fair and shipments of late have been good. Exporters report a slightly better outlook, and some of them report good orders coming in.

ASHLAND

Demand for hardwoods is fairly good although irregular. Some mills report excellent business one week and few orders the next. Export business both in poplar and oak is very good and the price is satisfactory. The better grades of poplar, except wide stock, is in fair demand and the lower grades are moving more freely. Plain oak probably is the feature of the market, with some scarcity noted in common and better. Oak timbers are moving well at prices that are in some instances considerably better than for a number of months. Quartered oak is in light demand but the stock in this district is considerably below normal. Considerable timber is coming to market and it is thought that all the mills will be in operation in the next few days, which will help considerably along the lines of replenishing broken stocks.

ST. LOUIS

This market continues to improve as the season advances. The increase in business is gradual but noticeable. Consumers are buying more than for a number of weeks. The purchases, however, are in small lots and for immediate use. Dealers have worked their stocks down to the very lowest point and replenishing has to be done to meet demands. Those best informed say that a much better trade will come very soon. Items most in demand are plain oak, red gum and thick ash, but nearly all leading items on the hardwood list are more or less called for. Reports from the South are to the effect that conditions are favorable for logging operations and production is going on briskly. The stocks, as they are cut, are moving, so dry stocks are running and low. Bone-dry lumber is exceedingly hard to obtain. Cypress conditions are most encouraging. There is a steady demand, but prices are not satisfactory.

MILWAUKEE

Trade has shown considerable improvement of late, in fact, one wholesale lumberman maintains that business is 100 per cent better than a month ago. Factory trade in general is better, while the extensive fall building which is being carried on is doing much to add life to the trade. With the exception of prices on oak, quotations are unchanged. Both plain and quartered oak are higher. Birch is in brisk demand with stocks light, as usual, in this market. Both plain and quartered oak are selling well. Maple also is wanted, especially by the hardwood flooring plants.

CADILLAC

Market conditions in this section appear to be equally as good or a little better than for the same period last year. Some hardwoods are moving. Common maple Nos. 1 and 2 is slow. Hemlock for the entire season has done much better than last year. Many of the manufacturers' stocks are depleted.

FIRST AND LAST

IN PERCENTAGE OF SAVING TO PREMIUMS PAID

IN PERCENTAGE OF LOSSES TO PREMIUMS PAID

MANUFACTURING LUMBERMEN'S UNDERWRITERS

The FIRST and most successful example of the application of reciprocal insurance principals to manufacturing lumber plants, and to-day the strongest inter-insurance association in the world.

FIRST in insurance in force
FIRST in surplus earned
FIRST in savings returned
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There are other inter-insurance organizations soliciting manufacturing lumbermen, but the above FACTS MUST MEAN SOMETHING. GIVE THEM A THOUGHT.

If you own a first-class plant, adequately protected, with sufficient timber to insure a life of at least five years, and are interested in securing perfect indemnity against fire loss at the lowest possible cost, write

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KANSAS CITY, MO.

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

SITUATION WANTED

by young man of 23; graduate of forestry school; four years' experience in hardwoods. References from present employers. Address
"BOX 100," care HARDWOOD RECORD.

EMPLOYES WANTED

SALESMAN WANTED

One thoroughly familiar with the Hardwood consuming trade of Ohio, Indiana, Illinois, Michigan, Pennsylvania and New York. Give experience, etc. Address
"BOX 105," care HARDWOOD RECORD.

WANTED—SALESMAN

We want a salesman, either salary or commission, the latter preferred, to sell Bay Poplar and Sap Gum for us in the eastern market. Will give preference to a salesman having established trade. Stock must go East on account of freight rates. Address
"BOX 102," care HARDWOOD RECORD.

MILL FOREMAN WANTED

by northern mill with thirty years' cut, operating in hardwood and hemlock, gang, circular and resaw mill

Must be first-class man, familiar with up-to-date methods. State salary and where previously employed. Address
"BOX 94," care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

VERMONT TIMBER LANDS

To close an estate it is necessary to dispose of one of the finest spruce and hardwood properties in Vermont, about 4,000 acres, a considerable portion being heavily timbered, old-growth [illegible] good mill adjacent to property; new Berlin hardwood flooring machine with good dry-kiln equipped with latest Sturtevant [illegible] A. & C. R. R. runs through property [illegible] cutting. Will be sold on basis of $2 for hardwood and $4 for spruce stumpage. Two other sizable lumber propositions in same vicinity also for sale. Address
CARROLL S. PAGE, Treas.,
Hyde Park Lbr. Co., Hyde Park, Vt.

OAK STUMPAGE FOR SALE

10,000,000 feet, 75% White Oak of the forked leaf and cow varieties; ideal logging conditions, 4-mile haul. For particulars address
D. W. SCRAMLIN,
68 Grove St., Battle Creek, Mich.

DIMENSION STOCK FOR SALE

FOR SALE

One carload dry Hickory Handle Squares, 1½x1½x14" to 20" long.
E. DUNSTAN, Winona, Miss.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

FOR SALE

Bone Dry Sawed Felloes.
800 pieces 2x2¾ — 4'6".
600 pieces 2x2¾ — 4'4".
500 pieces 2x2¾ — 3'8".
1,100 pieces 2¼x3—4'6".
300 pieces 2¼x3 — 3'8".
450 pieces 3x2¾ — 4'6".
250 pieces 3x2¾ — 3'8".
100 Hickory Axles, 3½x4½ to 4½x5½.
3 cars 6 foot Lumber Sticks.
2 cars Foundation Lumber.
2 cars 8/4 Sound Wormy Chestnut.
2 cars 6/4 and 8/4 No. 2 common and better Hickory.

Will make low prices on any of the above stock. C. I. HOYT, Pekin, Ind.

We wish to move the following thoroughly **dry stock, on sticks 12 months.**

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.
AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

WE WISH TO MOVE QUICKLY:

600,000 ft. 4/4 Log Run Basswood
100,000 ft. 8/4 Maple—No. 1 Common & Better.
100,000 ft. 5/4 Maple—No. 1 Common & Better.
VAN KEULEN & WINCHESTER LBR. CO.,
Grand Rapids, Mich.

PLOW AND WAGON STOCK

1 carload plow handle strips, hounds and felloe stock cut to order.
PRATT-WORTHINGTON CO., Crofton, Ky.

BLACK WALNUT FOR SALE

40 to 60 M. ft. sawn to suit purchaser, or in logs 18" to 30"x8' to 24'.
L. P. HOLMES, Frankfort, Kansas.

FOR SALE

1 car White Ash Strips ⅞"x1"x30", ⅞"x1¼"x30" and ⅞"x1½"x30".
S. N. BROWN & CO., Dayton, Ohio.

WANTED

to hear from parties requiring quarter-sawed White Oak Flitches. Address
"BOX 107," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE

One 18x42 Corliss Engine in good condition, ready for delivery after January 1, 1912. Can be seen in operation at our factory, 1237 Belmont Ave., Chicago, Ill.
MEARS-SLAYTON LUMBER CO.

LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."
Hardwood Record, Ellsworth Bldg., Chicago.

WANTED—OAK TIMBER AND PILING

3 and 4-inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

LOGS WANTED

LOGS WANTED

Hard Maple Logs 22 inches and up diameter top end, 10 to 16 feet long; Rock Elm Logs 12 inches and up diameter top end, 15 to 30 feet long. Will accept logs at point of shipment when three or more carloads are ready for inspection.
THE BRADLEY COMPANY, Hamilton, Ont.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

HICKORY, OAK, WALNUT

Butternut, Ash and Basswood Logs for sale Address F. L. FOSTER, Iowa Falls, Iowa.

BUSINESS OPPORTUNITIES

OPERATING COMPANY

A company having a highly efficient operating organization of experienced men and owning a complete double circular mill of 35,000 ft. daily capacity, and also logging outfit of locomotive, log cars, wagons, teams, etc., would like to get in touch with owner of large timber tract where plant could be located and operated on percentage of earnings basis, or would pay for stumpage as cut.

The very best references given and required.

Address "BOX 125," care HARDWOOD RECORD.

FOR SALE

Saw Mill and Lumber Yard in good live town. 420 acres good timber. For particulars address R. M. BRADFORD, Bradfordsville, Ky.

WANTED—CONTRACTOR

From stump to car. Hardwood tract. 10,000 acres. Location, Virginia, on Norfolk & Western R. R. Will cut 5,000 feet to acre. Applicants must have good financial standing. Give references when writing. Address
HARRY R. WARFIELD, Morgantown, W. Va.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

AN EUROPEAN VENEER DEALER

is coming to the States in November to inspect and buy fancy veneers, such as Curly Ash, Curly Cherry, and all kinds of burls, etc. Owners are requested to give full particulars of stocks on hand. Address
"BOX 97," care HARDWOOD RECORD.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1 40 inch to ¾ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail Order now, today. Address—6156 Woodlawn Ave. Phone Hyde Park 33.

BIRD'S EYE WALKER

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock.
1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.

Doesn't It Look Good To You?



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore..
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in fifty-one bulletins, and additional bulletins of corrections and additions are printed frequently.

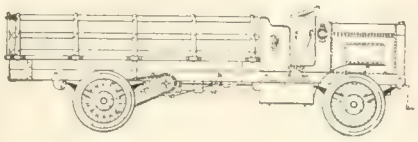
This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

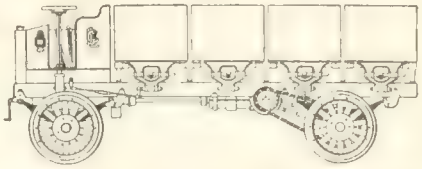
Hardwood Record, 537 South Dearborn Street, Chicago

ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

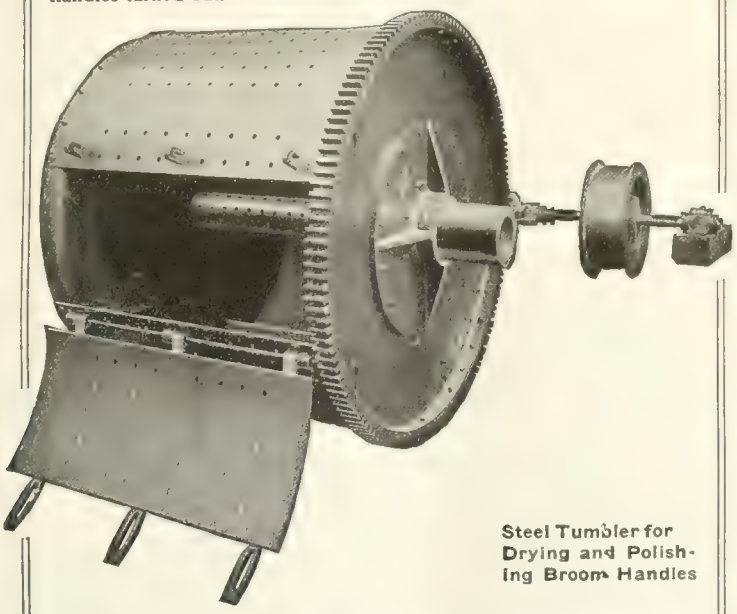
Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

LONGEST BROS. COMPANY, Inc. **LOUISVILLE, KENTUCKY**

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

NEW YORK SAW WORKS

BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

PATENT SUSTAINED

The Courts Have Decided in Our Favor

¶ *Infringers acknowledge our rights and have paid us for past infringements.*

¶ *Innocent purchasers of our discriminating feed works are thus protected: BUT—*

¶ *Mershon Band Resaws are now known to have a valuable feature which cannot be used by others without our permission and consent.*

Wm. B. Mershon & Company, Saginaw, Michigan

LIDGERWOOD SYSTEMS
FOR
HARDWOOD

Log Handling Cableways for Log Transfer—Unloading Cars or Barges—Decking—Feeding Mill—and all other service.

BRANCHES:
CHICAGO, ILL.
SEATTLE, WASH

LIDGERWOOD MFG. CO.
96 Liberty Street - NEW YORK, N. Y.

AGENTS:
ALLIS-CHALMERS-BULLOCK, Ltd.
Montreal, Canada
WOODWARD, WIGHT & CO., Ltd.
New Orleans, La



The CLYDE SKIDDER is independent of loading and loading interruptions.

It is equipped with the "out hall" system which takes the skidding lines out at the speed of 800 to 1,000 feet per minute.

Guy lines are tightened with steam-driven fraction drums which reduces the time of setting to a minimum, the lines tighten easier and are more easily kept tight.

Let us send you our catalogue.

CLYDE IRON WORKS

DULUTH, MINN.

CHICAGO, ILL., 318-9 Fisher Bldg.; NEW ORLEANS, LA., 421 Carondelet St.; NEW YORK CITY, 30 Church St.; SAVANNAH, GA., Germania Bank Bldg.; HOUSTON, TEXAS, 1315 Carter Bldg.

HIGH DECKING

is a very economic feature in skidding logs because it requires fewer moves both for the skidder and loader and enables them to do more work at each setting. The

Clyde Steam Skidder

is especially designed for high decking.

Because of this feature it can cover a larger area at each stop (moves earn no money), skidding a maximum of logs parallel and close to track at each point.

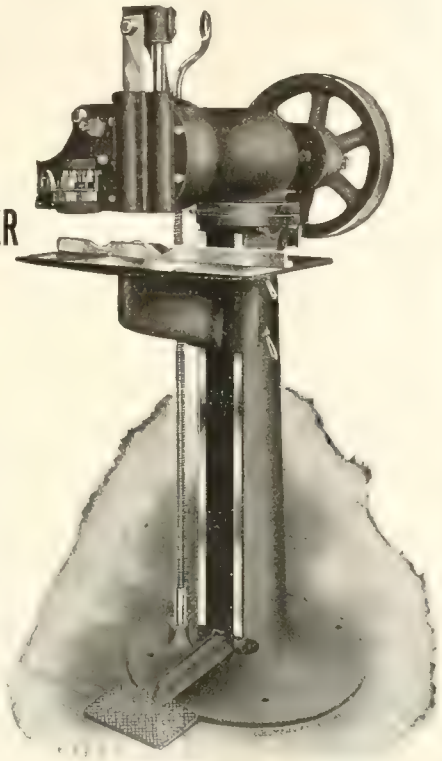
This feature not only saves time for the skidder but enables the loader to work faster and with fewer delays.



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins, and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE



STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

230 Randolph Street, CHICAGO

ESTABLISHED 1882



Simonds Efficiency Saws

Efficiency—Study how you can increase your production. Simonds Saws will be the solution in many cases. Good equipment makes labor more productive. Simonds Saws are called "money makers" because they are expense savers. Then, too, they make possible the biggest daily cuts. One firm, speaking of two 72-inch Simonds Circular Saws, said: "They are both alike, and in the run of them we do not know one from the other. They are the best Saws that ever came into our mill." Surely Saws that run so uniformly satisfactorily may be called Efficiency Saws.

Simonds Steel made in our own mill has much to do with our ability to keep our quality up.

As the illustration on this page suggests, and as you of course very well know, we manufacture all kinds of Circular Saws and Band Saws. Let us quote prices and give more details.

Simonds Manufacturing Company

Fitchburg, Mass.	Chicago, Ill.	Montreal, Que.
New York City	New Orleans, La.	Seattle, Wash.
Portland, Ore.	San Francisco, Cal.	London, Eng.
Vancouver, B. C.	Lockport, N. Y.	St. John, N. B.

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

BASSWOOD

50,000 4/4 1s & 2s.
150,000 4/4 No. 1 Com.
75,000 4/4 No. 2 Com.
40,000 5/4 No. 1 & 2 Com.
30,000 6/4 1s & 2s.

SOFT ELM

50,000 5/4 No. 2 Com. & Better
30,000 6/4 No. 2 Com. & Better
36,000 6/4 1 & 2 Com.
100,000 5/4 & 6/4 No. 3 Com.
50,000 8/4 No. 1 Com. & Better
30,000 10/4 No. 1 Com. & Better
50,000 12/4 No. 1 Com. & Better

BIRCH

150,000 4/4 1 & 2 Com.
11,000 5/4 1s & 2s.
12,000 5/4 No. 1 Com.
35,000 5/4 No. 1 Com. & Better
35,000 10/4 No. 1 Com. & Better

MAPLE

100,000 4/4 1 & 2 Com.
250,000 4/4 No. 3 Com.
40,000 5/4 1s & 2s.
150,000 5/4 No. 1 Com.
30,000 5/4 No. 2 Com.
50,000 6/4 No. 1 Com. & Better
25,000 8/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000 4/4 Plain Red Oak 1 Com.
24000 6/4 Plain Red Oak 1s & 2s.
28000 8/4 Plain Red Oak 1 Com. & Better.
72000 4/4 Pl. White Oak 1s & 2s.
143000 4/4 Pl. White Oak 1 Com.
47000 5/4 Pl. White Oak 1 Com. & Better.
28000 4/4 Qtd. White Oak 1s & 2s.
47000 4/4 Qtd. White Oak 1 Com.
12000 8/4 White Ash 1s & 2s.
13000 10/4 White Ash 1s & 2s.
24000 16/4 White Ash 1s & 2s.
70000 4/4 Cottonwood 1s & 2s.
110000 4/4 Cottonwood 1 Com.
20000 8/4 Cottonwood Log Run.
112000 4/4 Cypress Shop & Better.
26000 5/4 Cypress Shop & Better.
48000 6/4 Cypress Shop & Better.
31000 8/4 Cypress Shop & Better.
26000 4/4 Gum 1s & 2s Red.
27000 4/4 Gum 1s & 2s Sap.
25000 4/4 Gum Boxboards 13"-17".
38000 5/4 Gum Log Run.
20000 6/4 Gum Log Run.

WE WISH TO MOVE AT ONCE

5 cars 5/4 1sts and 2ds Hard Maple
10 cars 8/4 No. 1 Common and Better Hard Maple

ASK FOR DELIVERED PRICES

THE

Wolf-Lockwood Lumber Co.

GRAND RAPIDS, MICHIGAN

WE WISH TO MOVE QUICKLY FROM OUR HEIDELBERG, KY., MILL THE FOLLOWING DRY HARDWOODS

13,000' 4/4 1st & 2nds Chestnut
62,000' 4/4 No. 1 & 2 Common Chestnut
110,000' 4/4 Sound Wormy
53,000' 8/4 Sound Wormy
55,000' 4/4 Log Run White Ash
12,000' 4/4 1 & 2 Common Black Walnut

YELLOW POPLAR

75,000' 1st & 2nds, 7" to 12"
16,000' 1st & 2nds, 18" and up
27,000' Clear Saps
24,000' Box Boards, 13" to 18" Small percent 7" to 12"
150,000' No. 2 Common

PLEASE WRITE US QUICKLY
PRICES ARE LOW GRADES ARE HIGH

THOMAS FORMAN COMPANY .·. DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

GEO. I. McCLURE
HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.
Mill Connections Soperton, Wis.
Storage Yard in Connection.
Herndon, W. Va. Helena, Ark.
DETROIT, MICHIGAN

WELSH & KERRY CO., Reed City, Mich.

MANUFACTURERS OF
High-Grade Michigan MAPLE, BEECH and BIRCH FLOORING

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH,	NO. 2 & BETTER, 4/4–12/4
ASH,	NO. 2 & BETTER, 4/4–12/4
ELM,	NO. 2 & BETTER, 4/4–12/4
BASSWOOD,	NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

The Scott & Howe Lumber Co., Ironwood, Mich.

MANUFACTURERS OF

HIGH-GRADE NORTHERN HARDWOODS

¶ Some houses have a slogan—**We deliver the goods.**

¶ Have shipped this year over 5,000,000 feet of hardwoods, without a single complaint. Write us in regard to what you will need in **Basswood, Gray Elm, Birch** and **Black Ash** for next spring's delivery.

THE STANDARD OF EXCELLENCE

ROCK MAPLE IXL WISCONSIN LAND & LUMBER CO. IXL FLOORING

MAPLE, BIRCH AND BEECH

HERMANSVILLE, MICH.

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

J. HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. NEW YORK OFFICE, 200 Fifth Ave.

KENTUCKY VENEER WORKS

ROTARY CUT GUM, POPLAR, OAK
SAWED AND SLICED QUARTERED OAK, MAHOGANY
LOUISVILLE, KENTUCKY

PENROD

Walnut and Veneer Co.
KANSAS CITY, :: :: MO.

Rotary Cut Red and White Oak
High Grade Walnut Veneers
PLAIN AND FIGURED LONG AND BUTT WOOD

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

OHIO VENEER CO.

Manufacturers of
VENEERS and thin lumber of every description
Importers of **MAHOGANY** and **FOREIGN WOODS**

Write us when you want Figured Mahogany, Circassian Walnut, English Brown Oak, Curly Birch, Birds-Eye Maple, Rosewood, White Holly. We have complete stocks of everything in veneers and Thin Lumber.

Office and Mills: 2624-34 Colerain Ave., Cincinnati, O.

Great Lakes Veneer Co.

ROTARY CUT
VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

WISCONSIN VENEER COMPANY

RHINELANDER, WIS.

DOOR and CABINET VENEERS
in OAK, BIRCH and ASH

LARGEST PRODUCERS OF DOOR STOCK IN THE COUNTRY. MODEL MILL, IN HEART OF BIRCH BELT OF WISCONSIN. UNEQUALED SHIPPING FACILITIES. WE CARRY A LARGE STOCK IN STANDARD SIZES.

¶ **THE WISCONSIN LUMBER AND VENEER CO., of Port Washington, Wis.,** ARE SPECIALISTS IN THE PRODUCTION OF AUTO DASHES, BENT CHAIR BACKS AND SEATS, OPERA CHAIRS, AND EVERYTHING IN PANELS AND BUILT-UP VENEER. WE CAN GIVE YOU QUALITY AND SERVICE.

Panels for Chicago trade carried in stock at 1140 West Lake St., Chicago.
Telephone Haymarket 3027.

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best

Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City

Sheboygan, Wis. Newport, Vermont

177 Pacific Ave., Jersey City, N. J.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH Oak Flooring

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico. Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

THE FRANK SPANGLER COMPANY

WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: CYPRESS AND BAY POPLAR
COTTONWOOD AND GUM

Direct Shipment from our yards at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg. TOLEDO, OHIO

VENEERS–
Williamson Veneer Co.

Baltimore, Md.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

HARDWOOD FLOORING

IN

OAK, BEECH, MAPLE, BIRCH

HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

Lesh & Matthews Lumber Co.

1621-22 MARQUETTE BUILDING
CHICAGO, ILL.

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

J. V. STIMSON & CO., OWENSBORO, KENTUCKY

Will show you in the next issue why their oBo Brand of Quartered Oak is the best in the land

You will have to hurry if you want some of it. Our supply of dry stock is going fast.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

We have the following choice, soft-texture

TENNESSEE VALLEY OAK

PLAIN WHITE OAK		QUARTERED WHITE OAK	
4/4 1s and 2s	24,278′	4/4 1s and 2s	10,911′
4/4 No. 1 Common	73,934′	4/4 No. 1 Common	47,235′
4/4 No. 2 Common	29,157′	4/4 No. 2 Common	10,009′
5/4 1s and 2s	10,614′		
5/4 No. 1 Common	13,347′		
5/4 No. 2 Common	12,864′		

All the above stock is now on our yards, shipping dry, and is offered for immediate delivery.

H. H. HITT

Yards and Offices — Falkville, Alabama

WE WANT TO SELL

254,686 feet 4/4 6-inch and wider 1sts and 2nds

COTTONWOOD

BONE DRY—BAND-SAWED

HOLLEY-BAKER LUMBER CO., Sikeston, Mo.

Let Us Quote You Prices

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

FOR PROMPT SHIPMENT

We have the items listed below in dry stock. Would be pleased to have your inquiries for prices.

2 cars 6/4 No. 2 Common and Better Soft Elm.
1 car 4/4 No. 2 Common and Better Soft Elm.
1 car 8/4 No. 2 Common and Better Rock Elm.
1 car 8/4 No. 2 Common Hard Maple.
2 cars 4/4 No. 2 Common and Better Soft Maple.
4 cars 4/4 No. 2 Common and Better Hard Maple.
4 cars 4/4 No. 1 and No. 2 Common Unselected Birch.
800,000 feet Crating Lumber in Pine, Hemlock, Elm, Ash, Birch and Maple.

KEITH & HILES LUMBER CO
CRANDON, WIS.

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts.

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.
FORT WAYNE, - - - - - - - INDIANA



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.
Eau Claire, Wis.

See the New Berlin "87" Hardwood Flooring Machine

In the manufacture of hardwood flooring there are some operations that can be eliminated in order to reduce costs and save lumber that ordinarily becomes degraded. The new Berlin "87" is designed and built for the manufacturer who wants that saving.

There is not a single feature on this new machine that is not a proven success in the largest wood-working plants of the world. In building a machine of this type we have realized the weaknesses and shortcomings of all machines on the market today for manufacturing hardwood flooring. This includes our own machines as well. They were good for what the average manufacturer required of them.

But with our new "87" it is another story. We have made further improvements. We have gone farther than to meet the country requirements. And in this new Berlin "87" we have embodied new features that produce a better finished flooring at 125 feet a minute than has been possible at 80 feet on the average machine.

Yet there was never a machine built so simple in construction and so simple to operate. There is nothing about it that cannot be understood at first sight. It has every convenience that any operator could look for. Yes, even more than he would expect. But there's a reason for it. Berlin

Some New Features Worth Noticing

Each new feature is vital in order to get Berlin "87" work in harmony to produce flooring that cannot be excelled.

The 6-bitted round cylinders fitted with thin knives produce a finish superior to that secured on flooring that is scraped.

Eight-bitted side heads that divide the cut between four upper and four lower bits are free-cutting and will make any shape of tongue and groove without ever coming on the knotty and cross-grained places.

A separate hog-chucking attachment at the out-feed end of the machine makes the separate hog unnecessary.

Automatic take-up boxes that take up all wear to the bearings automatically and require no attention from the operator other than oiling.

Gravity belt tighteners on the slack side of all belts for executing an even pull, relieving the bearings from vibration and allowing the use of endless belts that will not stretch within 50 per cent as much as when tighteners are not used.

Stationary grinder and jointer right on the machine for sharpening the knives without ever removing them from the machine.

Those are some of the new features you get on the new Berlin "87." They are certainly worth looking into. Something that present-day users can tell you about. We invite them to tell you. We know what their reports will mean.

Our Matcher Success

Each new machine designed and built by this company is the result of practical ideas worked out and made a mechanical possibility. No machine that is new is offered to the public until it has been a proven or demonstrated success in actual service.

That's why Berlin matchers have always led the way and established a reputation second to none.

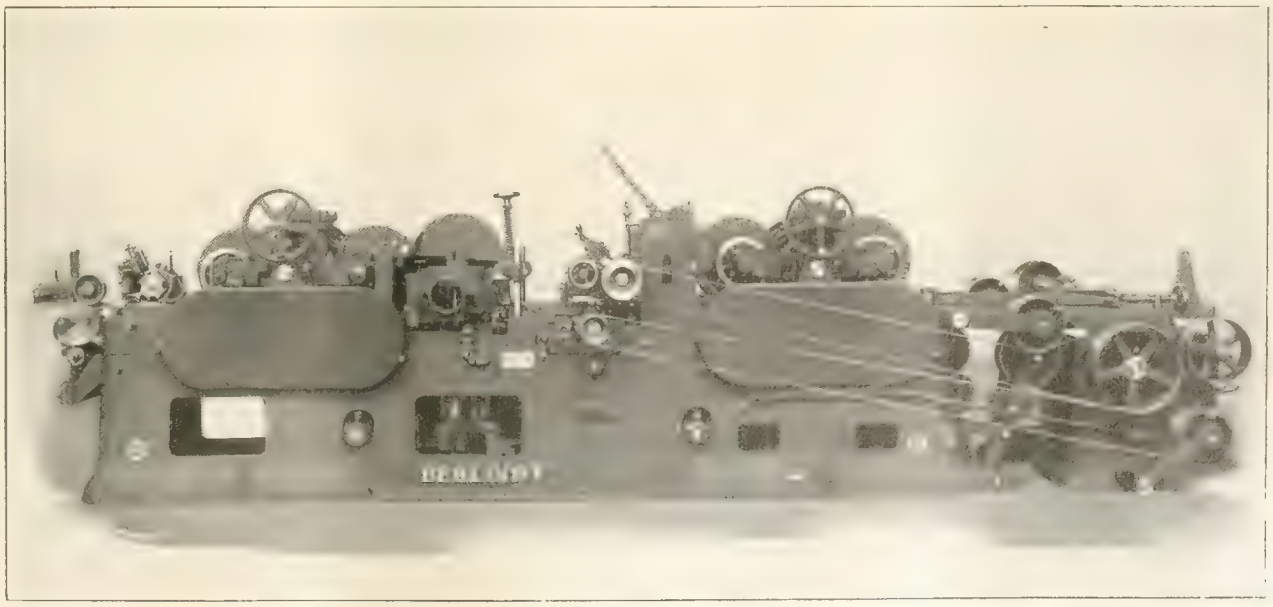
The largest plants in the world are using them. Visit a modern mill and you'll find Berlin machines. And, what's more, you'll find satisfied customers.

This advertisement merely appears here to advise you of the latest ideas in hardwood matcher building. For those who are interested to know more of this new Berlin "87" we will gladly furnish further data without obligation.

ASK US FOR LARGE ILLUSTRATED CIRCULAR

The Berlin Machine Works

BELOIT, WISCONSIN HAMILTON, CANADA



The Nashville Hardwood Flooring Company, Nashville, Tenn., largest manufacturers of oak flooring in the world. use Berlin hardwood matchers exclusively.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

NEW YORK OFFICE, No. 1 Madison Avenue,
Linehan Lumber Company, Manager.

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding Mouldings Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

WHITE ROCK MAPLE

FLOORING

WHITE CEDAR SHINGLES

MICHIGAN MAPLE
HARDWOOD and HEMLOCK

LUMBER

Production, Quality and Workmanship Second to None. Prompt Shipments.

W. H. White Company **Boyne City Lumber Company**

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, NOVEMBER 10, 1911 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

FIRE INSURANCE THAT INSURES—WE HAVE IT

Also the Periodical Inspection for Fire Prevention

AND DIVIDENDS TO POLICY HOLDERS

Lumbermens Mutual Insurance Co., of Mansfield, Ohio.
Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Central Manufacturers Mutual Insurance Co., of Van Wert, Ohio.
Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.

YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.

WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
5 cars 6/4" No. 1 Com. Quartered White Oak.

YOUNG & CUTSINGER,
E. & T. H. Yards, EVANSVILLE, INDIANA

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

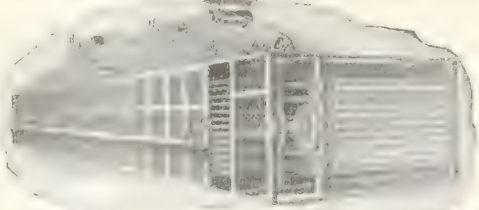
PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Soft Yellow Poplar

band sawn, well manufactured, and are prepared to take care of orders covering any thickness from 5/8 to 5 inches. Mixed thicknesses our specialty direct from mill.

Mahogany

Thoroughly dry—any quantity. Ready for immediate shipment from our Philadelphia Yard.

Quartered Red Oak

Band sawed, all grades and thicknesses, showing fine figure. Good widths and lengths.

Chestnut

Can ship in straight or mixed cars. All grades. All thicknesses. Dry stock. Good widths and lengths.

4-4, 5-4 and 6-4 to 8/4, 10 inches and up, 12 inches and up, "band sawn"

Quartered White Oak

wider run, fancy figures—Nashville Yard.

Oak

Plain sawn, red and white, straight or mixed cars. Tennessee White Oak. West Virginia soft red oak. Prompt shipment. Dry stock.

Basswood

All thicknesses and grades or log run. Prompt shipment. Dry stock.

Soft Cork White Pine

for Patterns, Outside and Interior finish.

Strictly Gulf Cypress

for direct shipment from mill, or from Philadelphia Yard.

Cedar

200,000 4-4 Red cedar, also White cedar. Choice stock. Dry. Prompt shipment. Send us your inquiries.

Cherry Butternut Birch

Dry stock. Send us your inquiries.

Quartered White Oak

10" and up wide. 12" and up wide. Can ship in straight or mixed cars. 4-4, 5-4, 6-4 and 8-4 Handsomely figured, dry. Well manufactured.

Cypress Shingles

Hand Made — Split

Large stock of both 6X20 and 7X24 — 6"X20

No. 1 Hearts — Send in your orders

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY

PHILADELPHIA, PA.

OHIO VENEER COMPANY

OFFICE AND MILLS:

2624-2634 Colerain Avenue

CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. October 27th, 1911

DRY STOCK LIST

4/4	Ash No. 3 Common	35 M
6/4	Ash No. 3 Common & Better	50 M
6/4	Ash No. 4 Common	3 M
4/4	Basswood No. 1 Common	200 M
4/4	Basswood No. 3 Common	50 M
1x3 & 4	Basswood No. 3 Common	30 M
1x5	Basswood No. 3 Common	23 M
1x6	Basswood No. 3 Common	100 M
1x7 & up	Basswood No. 3 Common	20 M
4/4	Beech No. 3 Common	80 M
4/4	Birch 1s & 2s Red	4 M
4/4	Birch No. 4 Common	4 M
4/4	Cherry No. 3 Common & Better	10 M
4/4	Gray Elm No. 2 Common & Better	25 M
1x6	Gray Elm No. 3 Common	17 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
8/4	Rock Elm No. 2 Common & Better	14 M
6/4	Hard Maple Step 1s & 2s	29 M
4/4	Hard Maple White Clear End Dried	4 M
4/4	Soft Maple No. 2 Common & Better	27 M
4/4	Maple No. 3 Common	200 M
4/4	Elm & Basswood No. 4 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH., October 27th, 1911

4/4	Ash No. 3 Common	31 M
1x4	Basswood No. 3 Common	12 M
4/4	Basswood No. 3 Common	100 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
4/4	Birch 1s & 2s Sap	20 M
4/4	Gray Elm No. 1 Common	43 M
4/4	Gray Elm No. 2 Common	65 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	43 M
1x10	to 14 Hard Maple 1s & 2s	20 M
1x15	& up Hard Maple 1s & 2s	20 M
1x10	& up Hard Maple 1s & 2s	36 M
6/4	Hard Maple No. 1 & 2 Common	30 M
8/4	Hard Maple Step	4 M
4/4	Maple and Beech No. 3 Common	90 M
4/4	Soft Maple No. 3 Common	25 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

1,000,000 ft. 5/4 No. 3 Common Beech & Maple,
400,000 " 6/4 No. 3 Common Beech,
100,000 " 5/4 No. 1 Common and Better Basswood,
150,000 " 5/4 No. 1 Common Basswood,
80,000 " [illegible] and 2nds Basswood,
80,000 " [illegible] Common & Better Basswood,
50,000 " 6/4 No. 3 Common Elm.



BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.

2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.

2 Cars 6/4 1st and 2nd.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.

EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.

70 M ft. 6/4 No. 1 Common and Better.

6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin **Finest Oak in the State**

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, **CHICAGO, ILL.**

READY FOR SHIPMENT

COTTONWOOD

165,000 feet 1" 1s & 2s Cottonwood.
195,000 feet 1" No. 1 Common Cottonwood.
410,000 feet 1" No. 2 Common Cottonwood.

COTTONWOOD BOX-BOARDS

50,000 feet 9 to 12", bone dry.
150,000 feet 13 to 17".

CLEAR OAK SQUARES (DRY)

7,600 pcs. 2 x2 -16½".
7,000 pcs. 2 x2 -19".
2,500 pcs. 2 x2 -24".
3,800 pcs. 3 x3 -12".
200 pcs. 3½x3½ & 4x4-30".
224 pcs. 4 x4 -30 & 32".

GUM

2 cars 1" 1s & 2s Red Gum 12', 10% 10'.
3 cars 1" 1s & 2s Red Gum std. lghs.
4 cars 1" No. 1 Common Red Gum.
1 cars 1½" 1s & 2s Red Gum.
2 cars 1½" No. 1 Common Red Gum.
3 cars 2" 1s & 2s Red Gum, Bone Dry.

SAP GUM

5 cars 1" 1s & 2s Sap Gum.
9 cars 1" No. 1 Common Sap Gum.
150,000 feet 1" 13 to 17" Gum Boxboards, bone dry.

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1½ inch Soft Elm No. 2 Common and Better
60,000 feet 1½ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4/4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths
SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin. **SALES OFFICE: Steger Building, Chicago**

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO
TEL. NO. HARRISON 7303

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

Huddleston-Marsh Lumber Company
(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY
Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1875

20 West Jackson Blvd. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY. WOOD BEAL. VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

CAIRO--MOUND CITY

THE LOGICAL SHIPPING POINT

Taps the Finest Hardwood Timber in the World; Perfect Shipping Facilities Guarantee Perfect Service; It will pay you to write the Concerns Represented Below.

ON THE OHIO

Free sites here waiting for your new factory. On the river bank, with two railroads glad to build switches to your doors. River rates very low; freight rates favorable. Handy to most markets, and specially so to South and Southwest.

Steam coal plenty and close by. Labor plenty and cheap. Electric power. Interurban cars every half hour to two cities. Several woodworking factories here. Room for more. Room for YOURS. When you plan to move, or establish branch, write to Roy N. Adams, Secy. Commercial Club at

MOUND CITY, ILLINOIS

9TH ISSUE:

TO PLEASE **YOU** is the one object of our organization,

from the woods to the completed sale.

All of us pull in **your** direction, with an effort which permits of no "slack." Test our words by sending your next order to

Williamson-Kuny Mill and Lumber Co.
MOUND CITY, ILL.

Producers from stump to car, of High Grade Lumber and Quarter-Sawed Oak Veneers.

O. P. HURD, Jr. & CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS, POPLAR COTTONWOOD and CYPRESS

1 car Common and Better Qtd. White Oak.
10 cars 1" 1 & 2 Plain Red Oak.
20 cars 1" No. 1 Common Plain Red Oak.
3 cars 1" 1 & 2 Plain White Oak.
5 cars 1" No. 1 Common Plain White Oak.
1 car 1" 1 & 2 Poplar.
1 car 5/4 Saps Poplar.
2 cars 5/4 Common Poplar.
3 cars 4/4 1 & 2 Cottonwood.
2 cars 5/4 1 & 2 Cottonwood.
3 cars 2" 1 & 2 Cypress.
½ car 1" 1 & 2 Cypress.

Band Saw Mill and Yards
SELMA, ALA.

Office and Yards
CAIRO, ILL.

Thomas McFarland Lumber Co.

THOMAS McFARLAND, President & Treasurer

SOUTHERN HARDWOODS
Box 261
Cairo, Illinois

We can ship immediately from dry stock:

One car 4/4 1s & 2s Plain White Oak
One car 6/4 1s & 2s Plain Red Oak
One car 8/4 1s & 2s Plain White Oak
Two cars 8/4 No. 1 Com. Plain White Oak
Two cars 8/4 No. 1 Com. Plain Red Oak
One car 4/4 Sap & Select Poplar
500,000 ft. of other Dry Hardwoods

SOUTHERN LUMBER COMPANY

CAIRO, ILL.

Hardwood Lumber and Dimension Stock

We furnish factories, stock cut to sizes they require, for furniture, chairs, refrigerators, tables, agricultural implements, novelties, etc.. etc.

Send Us Your Inquiries

We want orders for oak bending stock, also sound common oak plank and timbers.

The H. B. BLANKS LUMBER CO., Cairo, Ill.

We have on hand the following High-Grade, Band-Sawed Stock, Dry and Ready for Immediate Shipment:

CYPRESS

4/4 S[illegible]	[illegible] ft.	4/4 No. 2 Com.	[illegible] ft.
4/4 Sh[illegible]	[illegible] ft.	4/4 1s & 2s	105,000 ft.
4/4 No. 1 Com.	8,000 ft.	6/4 Select	64,000 ft.
4/4 No. 2 Com.	15,000 ft.	6/4 Shop	44,000 ft.
5/4 1s & 2s	87,000 ft.	6/4 No. 1 Com.	40,000 ft.
5/4 S[illegible]	60,000 ft.	6/4 No. 2 Com.	14,000 ft.
5/4 S[illegible]	[illegible] ft.	8/4 1s & 2s	90,000 ft.
5/4 No. 1 Com.	100,000 ft.	8/4 No. 1 Com.	8,000 ft.

OAK

Plain Red		Quartered Red	
4/4 No. 2 Com.	60,000 ft.		
4/4 1s & 2s Plain	[illegible] ft.	4/4 Panel, 10" & up	6,000 ft.
12" & up	[illegible] ft.		
4/4 Box Boards Sel.	[illegible] ft.		

GUM

12"	[illegible] ft.	4/4 No. 1 Com.	[illegible] ft.
4/4 1s & 2s	[illegible] ft.	4/4 Panel, 18" & up	[illegible] ft.

RED GUM

4/4 1s & 2s.	[illegible] ft.	4/4 No. 1 Com.	[illegible] ft.

SEND US A LIST OF YOUR REQUIREMENTS, AND LET US QUOTE YOU

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

NOVEMBER 1st, 1911

	3/16	1/4	3/8	1/2	5/8	3/4	1/1	5/4	6/4	8/4	10/4	12/4
1ST AND 2ND QRTD. WHITE OAK, 6" AND UP				6,000	10,000	16,000	115,000					
1ST AND 2ND QRTD. WHITE OAK, 10" AND UP							26,000	8,000	6,000			
NO. 1 COM. QRTD. WHITE OAK, 7" AND UP				2,000		5,000	115,000	12,000	2,000			
NO. 2 COM. QRTD. WHITE OAK							120,000					
NO. 1 COM. QRTD. WHITE OAK STRIPS							90,000					
1ST AND SECOND PLAIN WHITE OAK				3,000	15,000	15,000				11,000		
NO. 1 COM. PLAIN WHITE OAK				1,000		19,000	50,000	30,000				
NO. 2 COM. PLAIN WHITE OAK							162,000					
1ST AND 2ND PLAIN RED OAK					1,000		198,000	16,000				
NO. 2 COM. PLAIN RED OAK						85,000	50,000	31,000	4,000			
NO. 3 COM. PLAIN RED OAK						6,000	20,000					
1ST AND 2ND RED GUM		50,000	30,000	10,000	56,000	61,000	135,000	25,000	28,000	20,000	15,000	8,000
NO. 1 COM. RED GUM	24,000	30,000	14,000	28,000	19,000	18,000		18,000	19,000	7,000	6,000	9,000
1ST AND 2ND SAP GUM, 6" AND UP		45,000	34,000	27,000	23,000	15,000	69,000	11,000	11,000	15,000		
1ST AND 2ND SAP GUM, 18" AND UP							6,000					
NO. 1 COM. SAP GUM		6,000	72,000	50,000	10,000	14,000	43,000	14,000	9,000	13,000	8,000	7,000
NO. 2 COM. SAP GUM					34,000	28,000	198,000	18,000	10,000	2,000	3,000	1,000
NO. 3 COM. SAP GUM								10,000				
CLEAR SAP GUM STRIPS							17,000					
LOG RUN ASH							10,000					
NO. 1 COMMON ASH									3,000	3,000		
NO. 1 COMMON AND BETTER ASH										4,000		
NO. 3 COMMON ASH							13,000					
LOG RUN CYPRESS										75,000		
NO. 1 AND NO. 2 COMMON CYPRESS							40,000			10,000		
LOG RUN ELM									3,000	20,000		
TUPELO GUM BOX BOARDS, 13" TO 17							5,000					
NO. 1 COMMON AND BETTER TUPELO GUM							29,000					
LOG RUN HICKORY										17,000		6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE ARE VERY ANXIOUS TO MOVE THE FOLLOWING STOCK:

200,000 FT. 12/4 LOG RUN SOUTHERN ELM.
75,000 FT. 6/4 LOG RUN SOUTHERN ELM.
200,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK.
170,000 FT. 4/4 NO. 1 COMMON QUARTERED WHITE OAK.
500,000 FT. 4/4, 6 TO 12″, 1ST & 2ND COTTONWOOD.
400,000 FT. 5/4, 13 TO 17″, 1ST & 2ND COTTONWOOD.
200,000 FT. 4/4, 22″ & UP, No. 1 AND PANEL COTTONWOOD.

WE WILL QUOTE YOU ATTRACTIVE PRICES IF YOU WILL WRITE US

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH,
And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.
Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1″ to 2″ Qrt. W. O., all grades.
1″ to 3″ Qrt. R. O., all grades.
1 car 1″x2½″ to 5½″ Cl. Qrt. R. O. strips.
1 car 3″ FAS & No. 1 Com. Qrt. R. O.
1 car 1½″ No. 1 Com. Pln. W. O.
1 car. ¾″ No. 1 Com. & Bet. Qrt. R. O.
6 cars 1″ No. 1 Com. Pln. R. O.
1 car 1¼″ No. 1 Com. Pln. R. O.
2 cars 1½″ No. 1 Com. Pln. R. O.
2 cars 1¼″ No. 1 Com. Ash.
2 cars 1″ Sap Poplar.
3 cars 1″ No. 1 Com. Poplar.
1 car 1¼″ No. 1 Com. Poplar.
2 cars 1″ FAS Sap Gum.
1 car 1″ 18″ & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

THREE STATES LUMBER CO.
BAND-SAWN STOCK
IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES
Tennessee Trust Building — Memphis, Tennessee

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4"
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s
1 car 5/4" No. 1 Common.
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/8" No. 1 Common
2 cars 3/2" No. 1 Common.
½ car 5/8" No. 2 Common.
1 car 3/4" No. 2 Common
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common Red
1 car 4/4" No. 2 and 3 Common

Memphis Saw Mill Co.

Memphis Tennessee

IT'S THE BEST

QUARTER-SAWED WHITE OAK we have seen for a long time. It can't be otherwise—it's **band-sawn** by a "general" from **famous timber.** No. 1 Common & 1sts & 2nds; 5/4" and 6/4".

That No. 1 Common and 1sts & 2nds 1"–4" **PLAIN WHITE OAK** is in a class by itself and it's going fast.

You want that one last car of mixed **ASH,** 1"–4" — No. 1 Common and better.

Money for You in Our Prices

PHILIP A. RYAN LUMBER CO.

Manufacturers and Dealers in
HARDWOOD LUMBER AND LOGS
Phone Main 850 Station G, Memphis, Tenn.
Mills at Memphis, Tenn., and Mound, Ark.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

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Famous for the Finest Type of Poplar, Oak and Chestnut

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LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main office and yards: Knoxville.
Branch office and yard:
Bank and McLean Avenue, Cincinnati. I. M. ASHER, Mgr.

WANT TO MOVE IMMEDIATELY

75,000 ft. 4 4 No. 1 Com. Plain Oak.
100,000 ft. 4/4 No. 2 Common Poplar.
60,000 ft. 5 4 Log Run White Pine.
40,000 ft. 4 4 1 and 2 Qtd. White oak, *Extra Fine Stock*
15,000 ft. 12 4 1 and 2 Poplar.
12,000 ft. 12 4 Select Poplar.
12,000 ft. 12 4 No. 1 Common Poplar.
10,000 ft. 12/4 No. 2 Common Poplar.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE

50 M. ft. 4/4 10 & up 1s & 2s Qtd. White Oak, good figure
50 M. ft. 4/4 2½ to 5½ Cl. Face Qtd. White Oak, good figure
100 M. ft. 4/4 No. 1 and No. 2 Com. Qtd. Red Oak, good figure

Also Poplar, Plain Oak, Walnut & Tennessee Red Cedar Lumber

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

C. P. McMahon & Co.

Sedgwick Building

MANUFACTURERS AND WHOLESALERS of

Hardwood Lumber

FOR IMMEDIATE SHIPMENT
125 M. ft. bone dry No. 2 Com. & Bet. Qtd. Wh. Oak

Kimball & Kopcke

Knoxville, Tennessee

WE WANT TO SELL QUICKLY

1 car 4/4 Common & Better Quartered White Oak
1 car 4/4 No. 2 Com. & Better Quartered White Oak
1 car 4/4 1s & 2s Plain Oak
1 car 8/4 No. 2 Common Yellow Poplar

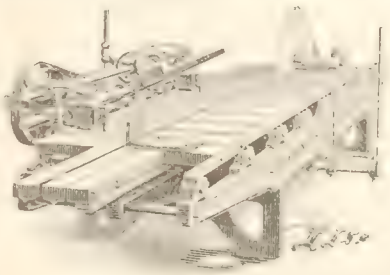
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MAPLES LUMBER COMPANY

KNOXVILLE, TENN.

Wholesale Hardwoods
Poplar a Specialty
White Pine Cut to Order

WRITE US



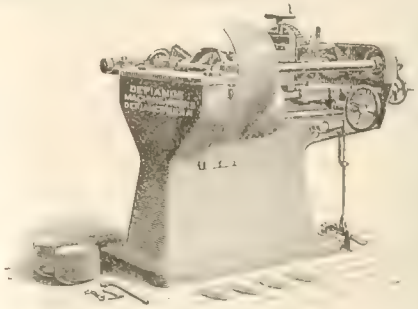
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DEFIANCE

Wood-Working Machines

DO MORE AND COST LESS



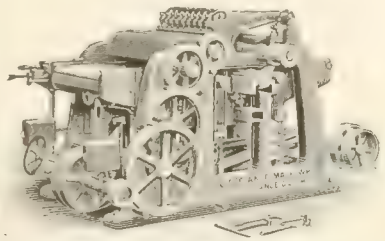
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We make them for all purposes, planing, boring, mortising, bending, sawing and every conceivable class of turning, bearing in mind at all times that the original DEFIANCE QUALITY prevails. No faulty construction is tolerated. Everything of the very finest that money will buy.

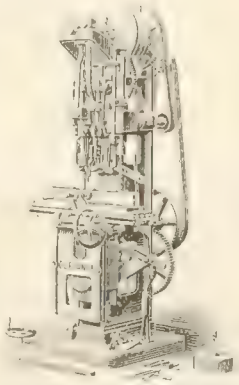
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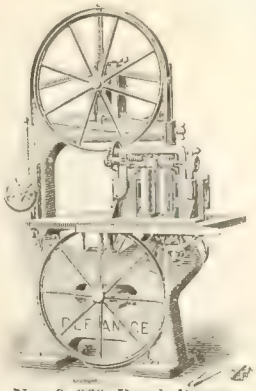
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See Our Exhibit at 1219 Washington Blvd., Chicago



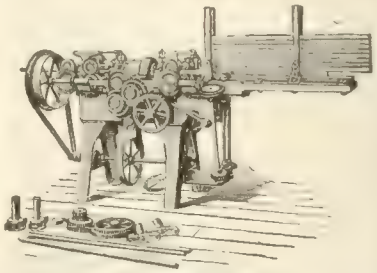
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No. 6 Plain Mortiser



No. 9 36" Band Resaw



Chaplin Handle Lathe

THE SEAL OF QUALITY

THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
MICH

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH. FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, TENNESSEE

QUART. WHITE OAK

140,000 ft. 4/4 1s & 2s.
76,000 ft. 4/4 No. 1 com.
36,000 ft. 4/4 No. 2 com.
45,000 ft. 5/4 1s & 2s.
28,000 ft. 5/4 No. 1 com.
14,000 ft. 6/4 1s & 2s.
12,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 1s & 2s.
40,000 ft. 8/4 No. 1 com.
35,000 ft. 4/4 [illegible] strips.
22,000 ft. 5/4 [illegible] strips.

PLAIN WHITE OAK

55,000 ft. 4/4 1s & 2s
40,000 ft. 4/4 No. 1 com.
16,000 ft. 5/4 1s & 2s
12,000 ft. 5/4 No. 1 com.
14,000 ft. 6/4 1s & 2s.
48,000 ft. 6/4 No. 1 com.
7,000 ft. 10/4 1s & 2s.
8,000 ft. 12/4 1s & 2s

PLAIN RED OAK.

72,000 ft. 4/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
34,000 ft. 6/4 No. 1 com.
12,000 ft. 8/4 1s & 2s.

BASSWOOD

52,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
26,000 ft. 6/4 No. 1 com.

YELLOW POPLAR.

22,000 ft. 5/8 1s & 2s, 8-18".
16,000 ft. Box Boards, 13-17".
44,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & Wide No. 1.
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
16,000 ft. 6/4 1s & 2s, 7" & up.
4,000 ft. 8/4 1s & 2s, 7" & up.
90,000 ft. 5/8 Sap & Select
65,000 ft. 4/4 Sap & Select.
12,000 ft. 5/4 Sap & Select
15,000 ft. 6/4 Sap & Select.
16,000 ft. 8/4 Sap & Select
16,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
4,000 ft. 5/4 No. 1 com.
16,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 No. 1 com.

CHESTNUT

24,000 ft. 4/4 1s & 2s.
16,000 ft. 6/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
18,000 ft. 6/4 No. 1 com.

ASH

14,000 ft. 4/4 1s & 2s.
12,000 ft. 6/4 1s & 2s.
16,000 ft. 4/4 No. 1 com.
14,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8 4 1s and 2s Quartered White Oak.
100 M 4 4 No. 1 Com. and Better Chestnut.
25 M 4 4 No. 1 Com. and Better Tough White Ash.

BONE DRY CHESTNUT

100,000 ft. 4/4 1s & 2s.
50,000 ft. 5/4, 6/4 & 8/4 1s & 2s
150,000 ft. 4/4 No. 1 Com.
75,000 ft. 5/4, 6/4 & 8/4 No. 1 Com.
200,000 ft. 4/4 to 8/4 Sound Worms

Ask for special price.

OAK! POPLAR! HICKORY! ASH! TENNESSEE RED CEDAR! Our Own Manufacture

LOVE, BOYD & CO.

NASHVILLE, TENN.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: 1ST NATIONAL BANK BLDG., CINCINNATI, OHIO

Don't hesitate to write us about anything in hardwoods, whether it appears on this list or not, because we are adding new dry stock to these holdings at all times and our two band mills are running full capacity. Remember we have first-class planing mill facilities.

SEPTEMBER STOCK LIST

19,000 ft. 4 4 1s & 2s Chestnut
67,000 ft. 4 4 No. 1 Common Chestnut
12,000 ft. 5 4 No. 1 Common Chestnut
1,000 ft. 6 4 No. 1 Common Chestnut
7,000 ft. 8 4 No. 1 Common Chestnut
961,000 ft. 4 4 S. W. Chestnut
53,000 ft. 5 4 S. W. Chestnut
40,000 ft. 6 4 S. W. Chestnut
2,000 ft. 8 4 S. W. Chestnut
48,000 ft. 4 4 No. 2 Com. S. W. Chestnut
283,000 ft. 4 4 No. 3 Com. S. W. Chestnut
28,000 ft. 4 4 Qtd. S. W. Chestnut

928,000 ft. 4 4 No. 3 Common Poplar
99,000 ft. 5 4 No. 3 Common Poplar
207,000 ft. 6 4 No. 3 Common Poplar
78,000 ft. 8 4 No. 3 Common Poplar
288,000 ft. 4 4 No. 4 Common Poplar
67,000 ft. 5 4 No. 4 Common Poplar
155,000 ft. 6 4 No. 4 Common Poplar
37,000 ft. 8 4 No. 4 Common Poplar
88,000 ft. 4 4 Moulding Poplar
24,000 ft. 4 4 Mill Cull Poplar
10,000 ft. 4 4 Bung Poplar
36,000 ft. 4 4x12 Agricultural Poplar
5,000 ft. 4 4 No. 1 Com. Qtd. Poplar
153,000 ft. 4 4 Log Run Poplar

72,000 ft. 4 4 1s & 2s Ash
25,000 ft. 6 4 1s & 2s Ash
74,000 ft. 4 4 No. 1 Com. Ash
46,000 ft. 6 4 No. 1 Com. Ash
4,000 ft. 10 4 No. 1 Com. Ash
2,000 ft. 12 4 No. 1 Com. Ash
259,000 ft. 4 4 No. 2 Com. Ash
8,000 ft. 5 4 No. 2 Com. Ash
15,000 ft. 6 4 No. 2 Com. Ash
143,000 ft. 4/4 No. 3 Com. Ash
8,000 ft. 5 4 No. 3 Com. Ash
17,000 ft. 6 4 No. 3 Com. Ash
2,000 ft. 8 4 No. 3 Com. Ash

69,000 ft. 4 4 No. 4 Com. Ash
21,000 ft. 6/4 No. 4 Com. Ash

134,000 ft. 4/4 Log Run Basswood
16,000 ft. 6/4 Log Run Basswood
48,000 ft. 4/4 1s & 2s Basswood
22,000 ft. 4/4 No. 1 Common Basswood
10,000 ft. 4/4 No. 2 Common Basswood

170,000 ft. 4/4 No. 1 Common Red Gum
31,000 ft. 5/4 No. 1 Common Red Gum
13,000 ft. 6/4 No. 1 Common Red Gum
14,000 ft. 8/4 No. 1 Common Red Gum
187,000 ft. 4/4 1s & 2s Red Gum
19,000 ft. 5/4 1s & 2s Red Gum
18,000 ft. 6/4 1s & 2s Red Gum
12,000 ft. 8/4 1s & 2s Red Gum

367,000 ft. 4/4 1s & 2s Sap Gum
50,000 ft. 4/4 13" & up 1s & 2s Sap Gum
24,000 ft. 4/4 18" & up 1s & 2s Sap Gum
110,000 ft. 4/4 13" to 17" Gum Box Boards
100,000 ft. 6/4 1s & 2s Sap Gum
17,000 ft. 8/4 1s & 2s Sap Gum
202,000 ft. 4/4 No. 1 Com. Sap Gum
15,000 ft. 5/4 No. 1 Com. Sap Gum
24,000 ft. 6/4 No. 1 Com. Sap Gum
28,000 ft. 8/4 No. 1 Com. Sap Gum
91,000 ft. 4/4 No. 2 Com. Sap Gum
12,000 ft. 5/4 No. 2 Com. Sap Gum
12,000 ft. 6/4 No. 2 Com. Sap Gum
12,000 ft. 8/4 No. 2 Com. Sap Gum

21,000 ft. 2½ to 5½" Clear Face Strips
16,000 ft. 2½ to 5½" No. 1 Com. Strips
68,000 ft. 4 4 1s & 2s Qtd. W. Oak
2,000 ft. 5/4 1s & 2s Qtd. W. Oak
3,000 ft. 6 4 1s & 2s Qtd. W. Oak
29,000 ft. 4/4 No. 1 Com. Qtd. W. Oak

3,000 ft. 5/4 No. 1 Com. Qtd. W. Oak
1,000 ft. 6/4 No. 1 Com. Qtd. W. Oak
19,000 ft. 4/4 No. 3 Com. Qtd. W. Oak

13,000 ft. 4/4 Log Run Plain Oak
25,000 ft. 4 4 1s & 2s Plain Oak
4,000 ft. 5/4 1s & 2s Plain Oak
9,000 ft. 6/4 1s & 2s Plain Oak
7,000 ft. 8/4 1s & 2s Plain Oak
45,000 ft. 3/4 No. 1 Com. Plain Oak
214,000 ft. 4/4 No. 1 Com. Plain Oak
25,000 ft. 5 4 No. 1 Com. Plain Oak
12,000 ft. 6/4 No. 1 Com. Plain Oak
20,000 ft. 8 4 No. 1 Com. Plain Oak
7,000 ft. 3/4 No. 2 Com. Plain Oak
245,000 ft. 4 4 No. 2 Com. Plain Oak
19,000 ft. 5 4 No. 2 Com. Plain Oak
7,000 ft. 6 4 No. 2 Com. Plain Oak
18,000 ft. 8 4 No. 2 Com. Plain Oak
382,000 ft. 4 4 No. 3 Com. Plain Oak
38,000 ft. 5 4 No. 3 Com. Plain Oak
26,000 ft. 6 4 No. 3 Com. Plain Oak
36,000 ft. 8 4 No. 3 Com. Plain Oak
11,000 ft. 4 4 No. 4 Com. Plain Oak

15,000 ft. No. 1 Com. & Better S. W. Oak

28,000 ft. 4/4x4 to 11" Log Run White Pine
9,000 ft. 4/4x13" & up Log Run White Pine
100,000 ft. 5/4x12" & up Log Run White Pine
15,000 ft. 4/4 Mill Cull White Pine
8,000 ft. 5/4 Mill Cull White Pine

19,000 ft. 3/4 Log Run Hemlock
1,701,000 ft. 4/4 Log Run Hemlock
11,000 ft. 5/4 Log Run Hemlock
36,000 ft. 6/4 Log Run Hemlock
143,000 ft. 8/4 Log Run Hemlock

DIMENSION HEMLOCK
766,000 ft. 2" 2/4 to 2/12—10 to 20'

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

CINCINNATI

L. W. RADINA & CO.

DEALERS IN

POPLAR AND
HARDWOODS

CINCINNATI : : OHIO

DUHLMEIER BROS.

SOUTHERN
HARDWOODS

CINCINNATI, - OHIO

WE MUST MOVE

50,000 ft. 1" 1s & 2s
36,000 ft. 1¼" 1s & 2s
70,000 ft. 1½" 1s & 2s
48,000 ft. 2" 1s & 2s
250,000 ft. 1" No. 1 Common
55,000 ft. 1¼" No. 1 Common
86,000 ft. 1½" No. 1 Common
75,000 ft. 2" No. 1 Common

Chestnut

RIEMEIER LUMBER COMPANY
CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8 4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky **MILLS IN KENTUCKY: Jackson, Beattyville and Clay City**

Cincinnati Hardwood Lumber Co.

Manufacturers and wholesalers of all kinds of

HARDWOODS

VENEERS AND THIN LUMBER

Importers of Mahogany and Foreign Woods

Special facilities for kiln drying

Office and Yards: 2624-2634 Colerain Avenue

CINCINNATI, OHIO

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

BENNETT & WITTE

MANUFACTURERS OF LUMBER

We Have the Following DRY Stock Which We Want to Move at Once:

1 car 4/4" No. 1 & Panel Cottonwood, 21" and wider.
1 car 4/4 No. 1 & Panel Gum, 21" to 25".
1 car 1/2 No. 1 Com. Plain White Oak.
3 cars 4/4" No. 1 Com. Qtd. White Oak.
3 cars 4/4 No. 1 Com. White Ash.
3 cars 8/4 Strictly Sound Wormy Chestnut.
3 cars 4/4 Mill Cull Chestnut.
5 cars 4/4 No. 1 Com. Bay Poplar.
1 car 4/4 No. 2 Com. Poplar—old-fashioned grade.

Branch **Memphis, Tenn.**

Main Office **Cincinnati, Ohio** **222 W. 4th Ave.**

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building

CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

BUFFALO

The Foremost Hardwood Market of the East

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect
stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

STANDARD HARDWOCD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

NEW YORK

LEADING MANUFACTURERS AND JOBBERS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

TO LUMBER MANUFACTURER

If you wish to turn your lumber into cash, should be pleased to receive your stock sheets and lowest prices less 2%.

We specialize in chestnut, plain oak and birch, and are always especially in the market for kiln-dried stock.

The Milne Brothers Company, Welles Bldg., New York City

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

SHORT

on

Maple, Birch, Beech or Basswood

?

For **quick shipment** write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

A Real Bargain

When the steamers that carried our Birch from Michigan arrived at our Tonawanda Yard, we sorted out 4 fine cars of

2 in. 1s & 2s Red Birch

thinking they would sell easily.

We were mistaken, however, and are going to let them go at a bargain price rather than carry them thru the winter.

This Red Birch runs 5" to 18" wide and 50% 14' and 16'. It is good and dry and in splendid shipping condition.

Remember, for immediate shipment only but 2% for cash within 30 days after arrival.

Write, telegraph or telephone.

HAMILTON H. SALMON & CO.

82-88 Wall Street, New York City

We have 100,000 FT. 8/4 QUARTER-SAWED HARD MAPLE, SQUARE EDGED, STOCK EIGHT MONTHS DRY.

GEO. WEBSTER LUMBER CO.

SWANTON, VT.

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber

CUMBERLAND, MARYLAND

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY DOMESTIC HARDWOODS

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THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

ALWAYS IN THE MARKET FOR

OAK :: POPLAR :: CHESTNUT

MAIL US STOCK AND PRICE LIST

J. S. KENT CO. Harrison Building Philadelphia, Pa.

WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

FLOYD-OLMSTEAD COMPANY

HARDWOODS - - - WHITE PINE

FOR SALE

50,000 FT. 4/4 NO. 1 COMMON OAK
100,000 FT. 4/4 NO. 2 COMMON OAK
70,000 FT. 6/4 NO. 2 COMMON OAK
36,000 FT. 8/4 NO. 2 COMMON OAK

307 BULLETIN BLDG., Philadelphia, Pa.

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

CHAS. K. PARRY & CO.

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress
Log Run Basswood

WE WILL NOT MIX GRADES

HADENTINE LUMBER COMPANY

6th and Penn Streets, Camden, N. J.

If you want to buy or sell choice Hardwood, Cypress, N. C. Pine, get in touch with us. We manufacture Gum for Ties, planking, interior finish, furniture, and boxing. Immediate shipments from Norfolk.

THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

BOSTON NEW YORK PHILADELPHIA

FOR SALE

CHESTNUT

4/4 1s & 2s	61035
4/4 No. 1 Com.	8370'
4/4 Shop	41113'
4/4 S. W. No. 2 Com.	44815'
4/4 Qtd. C. & B.	8960'
4/4 No. 3 Com.	62924'
5/4 S. W. & No. 2 Com.	24662'
6/4 S. W. & No. 2 Com.	16200'

MISCELLANEOUS

4/4 Basswood, L. R.	48800'
4/4 Hickory	22838'
4/4 Ash, L. R.	13760'
4/4 Birch	9920'
4/4 Maple, L. R. Hard	80000'
6/4 Hickory, L. R.	19843'
4/4 Locust, L. R.	2500'
8/4 Maple, L. R. Soft	36000'
8/4 Maple, L. R. Soft	36000'
6/4 Maple, L. R. Hard	16000'
10/4 Maple, L. R. Hard	32000'
5/4 Maple, No. 1 C. & B. Qtd.	65000'
4/4 Action Maple	80000'
6/4 Birch, L. R.	32000'
4/4 Birch, Good 2 Com.	32000'
4/4 1s & 2s Birch	50000'
8/4 1s & 2s Birch	16000'
5/4 L. R. Basswood MCO	32000'

Sole Sales Agents for HADDOCK-FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Streets PHILADELPHIA, PA.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

SUMMIT LUMBER CO.

1123 Real Estate Trust Bldg. PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

Lesh & Matthews Lumber Co.

1621-22 MARQUETTE BUILDING
CHICAGO, ILL.

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

SANFORD & TREADWAY, New Haven, Conn.

HARDWOOD LUMBER

We have on our Elizabethton and Mountain City, Tenn., yards, an overstock of the following and solicit inquiries:

8/4 Common & Better Quartered Mountain Oak.
4/4 No. 1 Common Ash.
8/4 No. 1 Common & Better Chestnut.
6/4 & 8/4 Sound Wormy Chestnut.
4/4 No. 2 Common Basswood and Buckeye.
6/4 & 8/4 No. 2 Common Basswood and Buckeye.

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

LINEHAN LUMBER COMPANY

New York City
No. 1 Madison Ave.

General Offices
Pittsburg, Pa.

HARDWOODS

Hardwood Flooring

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at
Morehouse, Mo.

Sales Offices
Cape Girardeau, Mo.

ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

WE HAVE IT

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER OF

HARDWOODS

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy

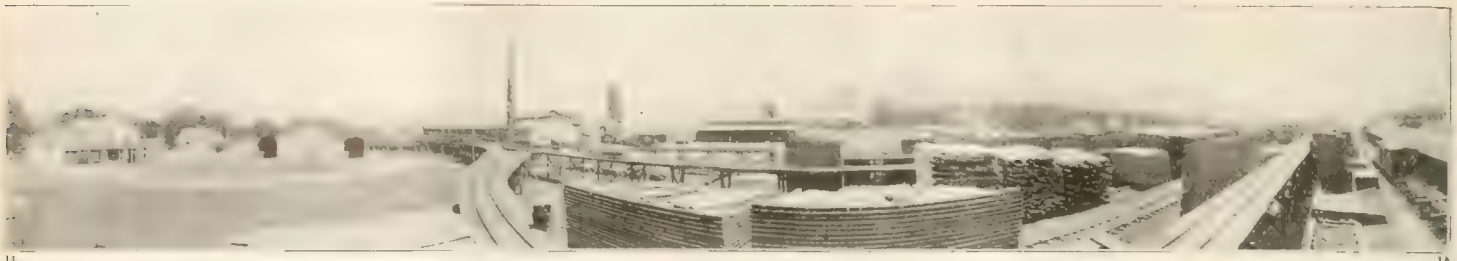
Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock A line brings price by return mail

WRITE NOW—NOT TOMORROW

GENERAL OFFICES JOHNSTOWN, PA. NEW YORK OFFICE NO. 18 BROADWAY



¶ This picture but inadequately illustrates our very complete and up-to-date lumber manufacturing plant, including double band mill, dry kilns, planing mill, commissary, machine shop and lumber yard. Our railroad and logging equipment are just as good as the plant, and the character of our timber holdings is the best in the Southern Appalachians,—no better in the world.

¶ At the present time our stock of Hardwood is very low, and we have nothing special to talk about to you save *Chestnut* and *Wide Poplar.*

¶ Within a few months our stock will be shaped up, when we will be glad to negotiate with you on our unexcelled *Great Smoky Mountain, rich Yellow Poplar, White Ash, Chestnut, Maple, Basswood, Bellwood, Sycamore, White Walnut* and *Cherry.*

¶ Be friendly, and let us hear from you.

LITTLE RIVER LUMBER COMPANY, TOWNSEND, BLOUNT COUNTY, TENNESSEE

QUARTERED RED AND WHITE OAK

2 CARS 4/4 F. A. S. RED
3 CARS 4/4 F. A. S. WHITE
5 CARS 4/4 NO. 1 COM. RED
10 CARS 4/4 NO. 1 COM. WHITE.
2 CARS 4/4 NO. 2 COM. RED
5 CARS 4/4 NO. 2 COM. WHITE

Dry — Well Manufactured — Immediate Shipment

Faust Bros. Lumber Co.

Sales Office:
1657 Monadnock Block
CHICAGO

Main Office
PADUCAH, KY.

Yards: CAIRO and BROOKPORT, ILLINOIS

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES
TAYLOR & CRATE
Buffalo, N. Y.

FIRE
INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

We Want to Sell Quickly

300,000 FEET POPLAR BOX BOARDS
500,000 FEET 1-INCH NO. 1 COMMON POPLAR
100,000 FEET 1-INCH PANEL AND NO. 1 POPLAR

Also Nice Stock of Oak and Ash,
All Thicknesses.

Russe and Burgess
Memphis, Incorporated Tenn.

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BOX SHOOKS
DIMENSION
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.
MANUFACTURERS OF
HARDWOOD LUMBER
"St. Francis Basin Red Gum Our Specialty"

SPECIAL OFFER

50,000' 1¼" 1st & 2nd Cl. Red Gum.
100,000' 1¼" No. 1 Common Red Gum.
100,000' 1½" No. 1 Common Red Gum.
20,000' 2½" No. 1 Common Red Gum.
50,000' 8" 1st & 2nd Cl. Red Gum.

ALL TWO YEARS OLD AND OLDER
Write Us for Prices on Anything in Hardwood Lumber
148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Louis L. Jacques, Sec'y & Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, NOVEMBER 10, 1911 No. 2

Editorial Comment

General Market Conditions

There is little of an interesting nature to report in the general market situation that has prevailed for the last fortnight that is not duplicated in the conditions that have obtained for several months. High-grade varieties of hardwoods of all descriptions are in good request at a very fair basis of value, while lower grades are dragging, although occasional sales of No. 2 and No. 3 are made in considerable blocks at low prices.

The aggregate volume of hardwood transactions is at or above normal in bulk, but generally is made up of a multitude of small orders. In only rare instances are sales of large blocks encountered. The entire buying trade seems to be playing a waiting game, incident to the general uncertainty of political and business conditions. While there is nothing fundamentally wrong in the general situation, the feeling of hesitancy about loading up with lumber or any other commodity prevents much latitude in business transactions.

The entire trade seems to be taking its cue from the railroads, who are holding their requisitions down to the very lowest point possible and be able to continue business.

Trade in furniture lumber is fair; the demand from interior finish and door makers is reasonably good.

Flooring manufacturers' lumber wants are fairly well supplied, and there is not much development of trade in this line. Manifestly there is an accumulation of stock in the hands of flooring manufacturers and plants are no longer being crowded to their full capacity. This is true of both oak and maple flooring production.

Veneer and panel manufacturers generally are fairly busy, but there is still the incessant complaint of price-cutting and a range of values that leaves very little margin of profit.

In both hickory and broom handle manufacture there seems to be an output in excess of current demand, with resultant prices that are not profitable.

The hardwood business generally is in much better position than that in building woods. The stocks of hardwoods ready for consumption, notably in No. 1 common and better, have not been so light in years as they are at the present time. A renaissance of active demand of even a few weeks would clear the pile foundations of all the dry, good hardwoods in first hands the country over.

There seems to be no disposition on the part of hardwood lumber manufacturers to increase output, but, rather, there is a sentiment of holding down the log output and lumber cut until increased demand will stimulate values to a basis that will show a reasonable profit in production.

On the current basis of stumpage values very few hardwood manufacturers are making any money, and some are operating at a loss. This situation is likewise reflected in the jobbing trade, as a good many transactions are being put over at margins that show very little profit.

A general feeling of optimism prevails in anticipation of better conditions as the season advances, and everything points to the fact that most every variety of hardwoods is "a purchase" at the present range of values.

The Steel Car Game

The public has derived no little information from the investigation of the steel car proposition and the publication of the facts secured by HARDWOOD RECORD in recent issues. No evidence has yet been presented by which the all-steel car proposition can be regarded as anything but "bunk." Every indication points to the fact that all-steel car building has been inspired by those interested in steel production for the purpose of putting over on car builders, the railroads and the public, a type of car that would employ large quantities of steel material regardless of any basis of economy, efficiency, comfort, healthfulness or safety.

In defiance of the protests of competent and expert engineers, and contrary to all past experience in car construction, this all-steel car has been foisted upon the public on the one specious argument that it afforded increased safety to the traveling public. This theory has been pretty well exploded in the theses supplied by this publication.

To reach an understanding of the concrete principles underlying

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for **renewal, discontinuance, or change of address,** should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, [illegible] W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second [illegible] matter May 26, 1902 at [illegible] at Chicago, Ill., under act of March 3, 1879

the most economical and safest type of passenger car, it may be observed that the place where strength and stability in construction is required is in the platform. It is pre-supposed that the trucks of the car shall be of the highest and best character. It is the platform of the car that endures the impact and stress of the movement of trains, as well as the feature that must provide for the safety of passengers in the event of collision or derailment.

Massive, topheavy upper works on a car are demonstratably unsafe, expensive and extravagant from all points of view. From the point of safety alone it is believable that housing passengers in canvas tents on the top of a well constructed car platform would offer very superior advantages to any type of steel upper-work car that has ever been produced.

Spruce Reproduction

There is no one perhaps whose practical knowledge of the spruce tree surpasses that of S. E. Slaymaker, at the head of the big West Virginia Spruce Lumber Company, whose operations are at Cass, W. Va., but whose office is in the Fifth Avenue building, New York City.

One of Mr. Slaymaker's pet studies has been the reproduction and maintenance of spruce forest growth, which prevails exclusively in the higher altitudes of the West Virginia country in which he operates. Mr. Slaymaker has experimented with this end in view for the last ten or twelve years, and as a result of his experience he alleges that the reproduction of a spruce forest does not consist so much in the actual planting of young trees as it does in affording protection to the new growth, with which nature is trying to replace the timber cut down and removed from the land. He avers that forest reproduction is a natural thing, and that nature will accomplish this result if given half a chance.

Strictly speaking, he says there is no such thing as a "virgin forest," for it makes no difference how old the tree may be it stands in place of another long since fallen. Even in areas far removed from fire hazard, trees that have escaped destruction eventually die because they cannot live longer. Nature has wisely provided for a new growth which will take the place of that which departs; otherwise there would be no trees anywhere. The difficulty of a forest regenerating itself, according to Mr. Slaymaker and other competent authorities, lies in the fact that when land has been cut over usually it is abandoned to the mercy of flames, and the seedling growth is destroyed. Mr. Slaymaker's method is to keep fires out of his slashings and to give the young trees a chance.

Mr. Slaymaker's methods of lumbering consist in cutting all trees measuring more than eight to ten inches at the stump, and on this basis his boundary has yielded an average of 18,000 feet to the acre. He has been careful to leave his young growth as free from injury as possible, and now finds that on portions of his lands operated ten or eleven years ago there can be taken from ten to fifteen cords of pulpwood per acre, cutting down to five or six inches in diameter. He does not make as close cutting as this, but the figures indicate what the process of reproduction under proper care can accomplish.

Within the last four or five years Mr. Slaymaker has been planting from 150,000 to 200,000 young trees annually. This he does by pulling them up where the growth is too dense, and planting them in open spots. The work of transplanting is done in the early spring, just after the frost goes out of the ground and before the sap rises; using trees ranging from six inches to two feet in height. He finds that about seventy-five per cent of the trees transplanted live.

In Mr. Slaymaker's operations fire danger from locomotive sparks is lessened by clearing on both sides of the railroad tracks for a distance of one hundred feet. Weeds and grass in this strip are regularly mown, so there can be no accumulation of dry vegetation where fire could start. In addition, each locomotive is equipped with a firehose and the train crew provided with buckets. Furthermore, the boundary is patrolled in dry seasons to prevent trespassing, which is often responsible for fires. Even woods crews are required to keep buckets within easy reach where there is danger of fire.

Fire protection on the 80,000 acres owned by the West Virginia Spruce Lumber Company costs from $2,000 to $25,000 annually, but it is considered money well expended. By this system of woods work Mr. Slaymaker alleges that he can see no reason why his present yield of pulpwood, which is 220 cords daily, may not be made to continue indefinitely.

Stovepipe Automobile Bodies

In this issue of HARDWOOD RECORD begins a series of articles showing up the tricks of the automobile trade in foisting upon the public metal bodies in lieu of the substantial, durable and thoroughly tried-out wooden bodies, that have been the accepted basis of high-class vehicle body construction during all history, and which originally were employed on all automobiles. That automobile manufacturers are not at all proud of their attempts in metal-body construction is very manifest, from the fact that in all the thousands of pages of automobile advertising it is a very rare instance to find any reference made by the manufacturer to the bodies of his vehicles—the very feature that demands durability and comfort to the occupant.

Automobile makers will tell you all about their engine, wheel base, steering gear, improved transmission, speed, "classy lines," and all this sort of thing, but they keep mighty still about the kind of bodies they are putting on their automobiles.

This is a time for automobile manufacturers who have had sense enough to stick to the standard and approved type of wooden bodies to exploit this feature in their advertising campaigns.

Lumber Exports for September

Advance sheets from the monthly summary of commerce and finance of the Department of Commerce and Labor show a diminution of log exports for September, 1911, as compared with September, 1910, to a value of $195,971 from $221,669. However, the values for the first nine months of the year are more than a million dollars in excess of those of 1910, and aggregate $3,649,496.

Lumber exports for September, 1911, amounted to 170,492,000 feet, with a value of $3,581,498, which is a little in excess of the month's shipments a year ago. The first nine months' value for 1911 aggregates $34,999,031, as compared with $31,039,341 in 1910.

The United Kingdom still remains the largest market this country has for round and hewn timbers, and while it is the largest buyer of lumber, the aggregate of other European countries has become nearly twice as great as that of Great Britain. While fir, yellow pine and spruce constitute the largest quantity of lumber going into export, gum, oak and poplar occupy no inconsiderable place in the totals.

True Sportsmanship

For several years Collier's Weekly has carried on a campaign against food adulteration which has resulted in notable assistance to the government in stamping out the evil, as well as informing the public of the dangers surrounding the use of adulterated foods of many varieties.

Walt Mason, in a recent number of this publication, succinctly analyzes the character of food adulterators in a versified editorial, entitled "True Sportsmanship," which is quoted herewith:

There's a certain sort of class in any earnest-souled assassin who performs his little murders with a bludgeon or a gun, for he leads the sheriff dances and he's always taking chances, and expects to pay the fiddler when he's had his day of fun. When, escorted by the sheriff, he prepares to be a cripple standing firmly on the gallows, as directed by the court, we respect him; not defending all the crimes that wrought his ending, yet in spite of all his foibles, he remained a dead game sport.

But the yellow cuss who fractures pure food laws, and manufactures poisoned victuals for the people, who admires that sort of graft? Just to fill his vault of treasure he sends heroes out in hearses to the sad and silent bone yard, where they're tagged and epitaphed. Oh, he dopes the meat we swallow, and he dopes the pies that follow, and he dopes the milk for babies, dopes the broth the gaffers sip, dopes the caramels and mallows, and for him there is no gallows; for this yellow brand of slayer, who's so lily of sportsmanship.

If we'd slay our friends and neighbors, let's perform our gory labors like true sports would pay the fiddler, scorning to conceal our tracks; we shall take our mission gravely, we shall don our war paint bravely, hunt our victims in the open, and there slay them with an ax.

The strictures made by the writer against food adulterators applies with equal pertinency to those of sordid souls who during the last few years have engineered the steel passenger car campaign, on the pretense that this type of all-steel construction afforded increased safety to the traveling public in the event of collision or derailment. The theses on this subject which have been published in HARDWOOD RECORD during the last few months have demonstrated beyond peradventure that full-steel car construction to afford the traveling public increased safety is entirely a pretense, and that the whole game has been worked out to contribute to the increased consumption of steel, regardless of the protests of competent car building engineers.

Those responsible for this solid-steel-car fraud are just as unsportsmanlike as are the food adulterators. Let to them be repeated the words of Mason: "If we'd slay our friends and neighbors, let's perform our gory labors like true sports * * * don our war paint bravely, hunt our victims in the open, and there slay them with an ax."

Cycles of Get-Rich-Quick Enterprises

It is a singular thing that various phases of get-rich-quick enterprises are turned loose on the public in cycles, usually depending on the general prosperity that exists. A few years ago stocks of many gold mining enterprises were exploited daily in the public press, and millions of dollars were secured from investors in fake enterprises. Doubtless there are gold mining enterprises that produce profits, but their stock is not offered to the miscellaneous public through alluring advertisements. The same is true of irrigation enterprises—some of them are good and lots of them are fakes—and the worthless ones seem to have secured more investors than the good ones, through this same medium of exploitation.

Then again there have been thousands of land enterprises, very few of which had any basic value, which were advertised extensively, and have taken thousands of dollars away from the unwary. Two or three years ago there was an incursion of eucalyptus promotion games, with southern California as the seat of action, by which an untold number was coaxed into investments of varying sizes, the returns from which are still very conjectural. Leading magazines and commercial newspapers have scored the fraudulent character of so many of these professedly eleemosynary games for getting the public rich, that at the present time the advertising columns of papers that consent to carry this class of stuff are rather barren of these alluring offers. Even many sordid newspaper publishers have awakened to the fact that it doesn't pay to assist this gentry in robbing their patrons, and refuse this class of "business."

Another singular feature of these wonderful chances of getting rich quick is the fact that the most alluring ones are located in climes far distant from the centers of population. The Isle of Pines was the center of alleged riches a few years ago; during the last two years much of the sand-barren sections of Florida has been cut up into farm lots and sold on paper; and the money to be made in Mexico has shown wonderful allurement in newspaper advertisements. The semi-arid plains of the West are still being exploited, and the extreme Northwest has its proportions of unusual features in quickly getting rich. Perhaps California has developed more of this class of Wallingford enterprises than most any other region. This state apparently has a good many citizens with enough idle time on their hands to figure out "many cat-hole deals" to present to the unwary.

A few months ago HARDWOOD RECORD published a resumé of the famous goose farm enterprise, which had superior merits to the average investment proposition offered in the daily papers and cheap magazines, but right now there comes out of this state a brand-new one, which looks even better than anything that has heretofore been offered. This comes in the form of a letter to Postmaster Campbell of Chicago, and is printed herewith in full:

Dear Sir: Knowing you have had some interest in the fur business I take the liberty of presenting you with what seems to me a most wonderful proposition, and in which no doubt you will take a lively interest and perhaps wire me the amount of stock that you wish to subscribe towards the formation of this company.

The object of the company is to operate a large cat ranch in or near Oakland, where land can be purchased cheap for this purpose.

To start with we will collect about, say, 100,000 cats. Each cat will average twelve kittens a year. The skins will run from 10 cents each for the white ones to 75 cents for the pure black. This will give us 12,000,000 skins a year to sell at an average of 30 cents apiece, making our revenue about $10,000 a day gross.

A man can skin fifty cats per day for $2. It will take 100 men to operate the ranch and therefore the net profit will thus be $9,800 per day.

We will feed the cats on rats and will start a rat ranch next door. The rats multiply four times as fast as cats. If we start with 1,000,000 rats we will have therefore four rats per day for each cat, which is plenty.

Now, then, we will feed the rats on the carcasses of the cats from which the skins have been taken, giving each rat a fourth of a cat.

It will thus be seen that the business will be self-supporting and automatic all the way through. The cats will eat the rats and the rats will eat the cats, and we will get the skins.

Awaiting your prompt reply and trusting that you appreciate the opportunity that I give you and which will get you rich quick, I remain, L. T. SMITH

This scheme has one merit—it's better than the eucalyptus game.

UNSOLICITED TESTIMONIAL

Love, Boyd & Company

Manufacturers and Wholesalers

Hardwood Lumber

Nashville, Tenn., March 15, 1911.

Gentlemen: We consider HARDWOOD RECORD one of the best advertising mediums that we patronize. It is properly considered an exclusive hardwood paper, and is very influential in the hardwood trade. The paper is a consistent friend of hardwood association work, and one of its hobbies is universal inspection. Consequently we feel very kindly towards the paper and its publishers. Aside from this, it has a large circulation among the shippers and consumers of hardwoods.

LOVE, BOYD & CO.

Log Cost at Memphis

Personal reports to HARDWOOD RECORD from Memphis would indicate that sawmill operators of that city have awakened to the fact that for some years they have been engaged in a very foolish contest with each other to see who could possibly pay the highest price for logs, with which to stock their mills, with the result that very few have made any profit or see any possibility of making any during the remainder of 1911. A considerable portion of Memphis sawmill men are not stumpage owners, but purchase their logs in the open market. The fancy prices that had been paid for the last year or two are regarded by good authorities as ridiculous, and, as the days of miracles are over, very few are able to continue operations and break even.

The fancy prices paid for logs have stimulated extravagance in the way of log handling and other costs, and today the cost of hardwood lumber from the stump to cars, via the Memphis channel, is in the neighborhood of twenty-one dollars a thousand straight. This is leaving stumpage values and price out of consideration. When this cost is compared with the stump-to-car cost of eleven to twelve dollars a thousand in the mountain operations, or about ten dollars a thousand in Michigan and Wisconsin operations, it

will be seen that there is something radically wrong with costs prevailing in the Memphis district. As the matter now stands on high-class oak logs, the only possible way of getting even on their cost is to manufacture quarter-sawed stock, and when the quarter-sawed market is overloaded, and it has been for the last year, there is no money in that game.

The thing of first importance Memphis operators have before them, is to cut the price they are paying for logs a good five dollars a thousand, if they are going to attempt to continue business on a profitable basis.

Freight Movement on the Great Lakes

Lake commerce during September, as measured by the volume of freight shipments between domestic ports on the Great Lakes, aggregated 10,730,460 short tons compared with 11,892,412 short tons shipped during September, 1910. The lumber shipments for September were 142,686,000 feet, and the season has shown a lake shipment of 843,408,000 feet. These figures show a little smaller totals than the year before, which was the natural expectation.

Constructive Railway Policies

The Railway Business Association has issued a pamphlet under the title "Constructive Railway Policies in Many States in 1911," in which it reports that in the state legislative period of 1909 forty-one legislators passed 664 laws affecting railroads, and during the 1911 legislative period forty legislators passed only 276 laws, showing a decrease of 388 in number of enactments, or fifty-eight per cent. The association believes the publication of this fact to be important as reflecting the tendency of public opinion in the curtailment of the enactment of laws curtailing railroad prerogatives. It is contended that many states have enacted so much legislation as to seriously hamper the railroads in a sane and logical conduct of their own and the public's business.

The diminished number of laws would indicate a tendency to cease additional law-making affecting carriers. Further restrictions seem to be unpopular, and the average state legislature is now evincing anxiety to attract capital for the development of transportation and business, rather than to place laws on the statute books that shall discourage this development.

Overlooking a Good Bet

The talk was on the fads and fancies of the cabinet world, and of the furniture trade in particular, for various domestic and imported woods, and in the course of the talk the prediction was made to the Sales Manager that in the future every wood, native or imported, that had individual beauty of color or figure eventually will become a factor in the cabinet wood trade; that no one particular wood would ever again dominate as some of them have in the past and that there would be no general favorites, but a general disposition to look for new offerings and unique figure and color in woods.

The Sales Manager bristled a little at this and said: "No, there is nothing doing, and nothing in that kind of a proposition to encourage one to take it up. I know, for we have experimented with it a little. And right now we have stored away in our yards some special woods that we cut by way of experiment that are not selling and that I would be glad to move at a reasonable price.

"The trouble with these things is that when you undertake the marketing of anything new in wood you have to introduce it and create a market for it, and this takes so much time and money that it is not worth while. The same amount of effort will bring more returns if concentrated on pushing well-known products. For that reason I don't think any of these things will amount to much until the favorite woods become so scarce that there will not be enough to supply the needs, and they will simply have to turn to something else."

That sounded like good logic, and it was reasoning based on actual experience; therefore should have weight. Moreover, it is a fact known that many of the woods in high favor today had their original introduction by stress of circumstances that compelled it; by the scarcity of some other wood at some strenuous time in the industry, when the supply was not equal to the demand, necessitating the substitution of any and everything else available. Some of these substitutes eventually made a name and a place for themselves, and they are today highly valued and are not by any means regarded as substitutes.

Admitting all this, and accepting it without argument, when the situation is viewed from that point, there still remains this fact—a man maintaining that attitude is often overlooking some of the "best bets" of the trade.

There are some live-wire salesmen who have been looking so hard and going hungry so long for special talking points, for new features in their work, that they would literally tear their hair and shout "Good Lord" at the idea of letting an opportunity of this kind go by, and missing a chance to introduce something new.

Something new is the salesman's glory, something with features and talking points, and here we have a man regarding the time and trouble involved in introducing a new wood as a handicap, while other men are going hungry for something new to talk about on their rounds to arouse interest and to awaken the trade they visit.

It is worse than hiding a light under a bushel for a man to cut something unusual and unique in lumber, some new offering that is worth while, and then pile it away in a dark corner and simply mention it occasionally in his letters. Maybe, too, at the same time, his advertising space in the lumber journals is filled with stock or stereotyped matter merely setting forth that he is in a given line of business and has stock to sell. And there is hidden on some corner of his yard or in some nook of a shed something that should and easily could be made an enlightening feature in the advertising without in any way detracting from the value of his ad carrying the message that he is in the lumber business.

It is well for a man to shake up himself occasionally and look at things from different viewpoints, no matter whether he is a millman, sales manager, or a salesman on the road. There is more or less tendency, from the fact that we are creatures of habit, to fall into a groove or rut and assume a repellant attitude toward any and everything that tends to force us out of it and make us break new ground. It is when a man gets into this kind of a habit that he generally overlooks the "best bets" of the trade and, figuratively, goes to sleep at the switch.

Famous Holland Forest in Ruins

A terrific and disastrous wind-storm swept Holland on the night of September 30, which was the most severe ever experienced within the memory of the inhabitants. Not since the fearful Whitsuntide storm of 1861 has such havoc been wrought by the elements. The Hollanders were very proud of their "Hague wood," which was one of the forest preserves of that country, and it is alleged that this timber area was practically ruined. More than three thousand trees were torn up by the roots and now lie in windrows like grain swathes in the path of the mower's scythe. These are the beeches and the elms. The oaks were splintered and broken and their great limbs or the crowns torn off. The Hollanders aver that never again will this generation behold this wood in its stately majesty, and that ages will have to pass before it will regain its former glory.

An eye witness says that it is pathetic to see all these monarchs of the glade stretched low in an inextricable wilderness of intertwined branches and upturned roots. Thousands of people visited the forest wreck, undeterred by the obstacles. They came to pay a last farewell to the trees that had sheltered them in the hot summer days. Old men and old women came leaning on the arms of their sons and daughters, and silently stood looking at their fallen friends. In parts of the wood not a single big tree has been left standing. The grief of the citizens of The Hague can be best understood when it is known that this forest dates back more than four centuries, and it has sheltered the pleasure-seekers of many generations.

Pert, Pertinent and Impertinent

The Sawmill Zoo

The "hog" it was devouring
  All the offal from the mill,
And grinding and a-crunching
  Like a real hog guzzling swill,
When suddenly the "donkey"
  Started up its wheezy bray,
As though by such procedure
  It would drive the "hog" away;
But at that very moment
  The old "nigger" butted in
And drowned both "hog" and "donkey"
  Most completely with its din;
Just then appeared the "pony"
  Loudly snorting round the bend
And brought the mill-zoo chorus
  To a very sudden end.

—*F. B. W.*

A Cracker Lumberjack

A lumberjack from Georgia
  Came hiking into town,
His name was Alex Ander
  And he had won renown
For feats of strength and courage
  While living on hardtack;
He was a woodland wonder
  A lumber crackerjack.

—*F. B. W.*

Some Strong

Brannigan: "Well, sor, my father was that sthrong he cud take a two-by-four in his hands an' wid wan twist, bingo!—kindlin' wood."

Flannigan: "That's aisy. Sure, my father was that sthrong he cud take a tillygraft pole in wan hand and wid wan twist, bango!—sawdust."

Mary's Clothes

Mary had a little lamb—
  'Twas Persian—on her coat;
She alsc had a mink or two
  About her dainty throat;
A bird of paradise, a tern,
  And ermine made the hat
That perched at jaunty angle
  On her coiffure, largely rat;
Her tiny boots were sable topped,
  Her gloves were muskrat, too;
Her muff had heads and tails of half
  The "critters" in the zoo;
And when she walked abroad I ween
  She feared no wintry wind;
At keeping warm 'twas plain to see
  She had all nature "skinned."

VERY APPARENT



Suggestion for a new and necessary frill for all full steel car equipped passenger trains.

Breaking the News

Mrs. Reno-Freed (to small daughter): "My darling, I want to tell you a secret. Your mother is going to be married again next week."

Daughter: "Oh, mamma! And after all the trouble we had with papa!"—*Boston Transcript.*

The gum tree is not the source of gum-drops, although some gum drops from it at times.

Sawdust as a food is not at all likely to make a hit with the lumberjack. The "salt horse" and beans of the old-time logging camp days would appeal more strongly to his gustatory desire.

Fraternal Order

Cassidy: "Phat orther is that yez jined, Dinny?"

Brophy: "Th' F. O. O. L. S."

Cassidy: "Th' Fools' orther, is it?"

Brophy: "No; but th' Fraternal Orther of Lumber Shovers."

Couldn't Wait

Tom: "Did her last husband die?"

Jack: "No; he resigned."—*Boston Transcript.*

In Forestal Parlance

Sawyer: "Hello, Canter! I hear you have bought another tract of timber land."

Canter: "Yes, I have picked up a few more trees. I am branching out, you know."

Sawyer: "Ah ha! I twig."

Those substitutes for wood will not contribute much to the supply of breakfast food. They lack the sawdust.

Ambition is a word that has been frequently given a wrong definition: abnormal faith in one's self. A better meaning is to want to go higher and to be willing to sweat for it.

Builders of Lumber History

NUMBER CV.

JOSEPH M. LOGAN

(See Portrait Supplement.)

The subject of this sketch, whose portrait is employed as the supplement feature of this issue of HARDWOOD RECORD, is southern born and southern bred, and has achieved distinction in the manufacture, purchase and sale of hardwood lumber in the East Tennessee region.

Joseph M. Logan was born October 6, 1871, at Knoxville, Tenn., of Scotch-Irish and German parentage. He acquired his early education at the public schools at Knoxville, and completed his school training by being graduated from the University of Tennessee. His grandfather, S. T. Logan, was a prominent jurist of Virginia, and his father, Judge S. T. Logan, was a circuit judge of Tennessee.

Mr. Logan started his business career by engaging in the selling of lumber in September, 1895, which employment he continued until the firm of Logan & Maphet, consisting of himself and Ed. Maphet, H. S. Mizner and T. R. Price, was formed in 1902. This concern continued until 1907, when he bought out his partners and continued in business on his own account for some time, and afterwards organized the Murphy-Logan Lumber Company, which continued for about eight months. In February, 1909, the Logan-Maphet Lumber Company was organized, of which H. S. Mizner became president, C. C. Cannon, vice-president, Mr. Logan, secretary and treasurer, and Ed. Maphet, general manager. This organization has continued up to the present time.

The Logan-Maphet Lumber Company operates sawmill plants at Chilhowee and Clinton, Tenn., and is the owner of a considerable block of hardwood timber near Ellijah, Ga. It has a grouping and distributing yard at Knoxville; maintains a yard at Kyle, Ga., and a large wholesale yard at Cincinnati, O., under the management of Ike M. Asher.

During Mr. Logan's business career he has repeatedly operated sawmills in various parts of the region contiguous to Knoxville, and he and his associates not only produce a large quantity of lumber on their own account, but purchase stock outright as well.

Perhaps the basis of Mr. Logan's special aptitude in achieving the success he has in lumber operations has laid with his intimate knowledge of timber qualities and his ability to carefully determine the character of growth, but he has particular attainments in the buying, assorting and selling of lumber. While Mr. Logan puts forth most of his efforts in the office end of the business, he finds time to get out on purchasing trips and personal visits to the larger hardwood buyers throughout the country whom he supplies with stock.

Largely attributable to his specific knowledge and industry is the large and widely distributed business of the Logan-Maphet Lumber Company. Insofar as specific knowledge of the timber resources of the Knoxville district goes, Mr. Logan knows his Baedeker well, and through this basis of knowledge of sources of logical supply he is able to secure the quantities and qualities of stock that appeal to the discrimination of many of the largest and best consuming manufacturing concerns in the United States.

The Logan-Maphet Lumber Company occupies a handsome office building, erected especially for its uses, situated on a commanding bluff across the street from its Knoxville distributing yard, and this is the company's general business headquarters, from which its sawmilling and general lumber distributing and shipping business is carried on.

Mr. Logan has pronounced social characteristics. He is prominent [illegible] Order of Elks. He is a member of [illegible] leading social and fraternal orders of [illegible]. In July, 1897, he married Miss Mary Cannon of Philadelphia, sister of the vice-president of the company. [illegible] Mary Louise and Mary Josephine, fourteen and three and a half years old, respectively.

The Logan-Maphet Lumber Company has perhaps a [illegible] other institutions of a similar character can equal it. Mr. Logan has paid especial attention to developing a trade in the chief and fast-growing cities of the South, which does not in any wise interfere with its widely extended trade north of the Ohio river and as far east as Boston. This wide distribution of lumber is made possible by the high type of the timber growth of the section of which Knoxville is the center. Many astute buyers are thoroughly conversant with the surpassing qualities of the poplar, red oak, white oak, chestnut, birch, ash and other woods of that region, and hence it is that the Logan-Maphet Lumber Company, having a call on this source of supply, is able to meet the requirements of the most exacting trade with fidelity and promptness.

Personally, Mr. Logan is more of an aristocrat than the average type of lumberman, and has the peculiar distinction, unlike the average successful lumber operator, of not having been born on a farm. His forebears were nearly all professional people, but the lumber business appealed to him more strongly, and he abandoned his legal training to enter the more prosaic and possibly more profitable enterprises involved in lumber manufacture, purchase and distribution. Mr. Logan's institution is a very successful one, and as he is still young in years, there is undeniably much in store for him, not only in personal distinction, but in a monetary way in connection with the lumber business of the eastern Tennessee and Western North Carolina country, with which he is so well acquainted.

BACK IN THE LUMBER BUSINESS

Probably the happiest man in Kentucky right now, even including the governor-elect and senators and congressmen whose election is assured, is R. H. Vansant of Ashland, Ky.—the tall poplar of the Big Sandy—who has done such indefatigable work during the past three or four months as chairman of the democratic campaign committee, in dragging Kentucky back into the democratic column. Like everything he undertakes, Mr. Vansant has entered heart and soul into this campaign, and the results of his energies are thoroughly manifested in the outcome.

Since R. H. Vansant's immediate political work is ended, it fairly may be anticipated that he will again get back in the poplar and oak business, which naturally has received but scant attention from him for some time, although "Uncle" Charley Kitchen and the boys around the shop have not been idle in the lumber business.

Vansant, Kitchen & Co. for some months have been receiving a daily train load of logs from their Breathitt county, Kentucky, timber holdings, which rival in size and quality the poplar that for years they have been cutting off the Big Sandy. It is reported that their stock of low grade lumber is down to a very low stage, but that they have a handsome and well-balanced stock of high and common grades in both poplar and oak.

PENNSYLVANIA RAILROAD PLANTING TREES

The Pennsylvania Company is the leading railroad corporation of the country that has entered upon practical forestry pursuits. In its forest nursery at Morrisville, Pa., it has thirty-six acres of land devoted to nursery purposes, which affords a capacity of 1,000,000 trees. This year it has planted 450,428 trees, which is about [illegible] than were planted last year, owing to the fact that nearly all the ground had already been planted and the seedlings were not yet large enough to be safely removed.

The railroad company is conducting its forest tree enterprise on conservative lines on the various lands owned by it, which will not only provide a future tie and lumber supply for railroad use, but serve as an object lesson to farmers, and provide an incentive to intelligent forest development.



JOSEPH M. LOGAN

KNOXVILLE, TENN



KNOXVILLE

FORD ON A MOUNTAIN STREAM—TYPICAL SCENERY OF THE KNOXVILLE REGION.

TENNESSEE

The early history of Tennessee reads much like a Leather stocking Tale. From the time when that region was the hunting ground of the Chickasaw, Choctaw and Shawnee Indians, the last named being its first occupants, up to the close of the Civil war, it was almost constantly the scene of strife and bloodshed. Its Indian wars, political contests and personal encounters were frequent and ferocious, and in all the annals of the states there is no more stirring and holding record of people and events than the early history of the Lion's Den state presents.

In 1768 James Robinson headed a body of North Carolinans which settled on the Wautaga river, and became known as the Wautaga Association, and from 1769 to 1777 it was represented in the North Carolina legislature as the District of Washington. In 1785 the state of Frankland was organized with John Sevier as its first governor. He was a native of Virginia, born in Rockingham county, September 23, 1745. In 1788 the new state was reunited with the parent state, and a year later was ceded by North Carolina to the national government.

Foremost among the secessionists of western North Carolina, and largely instrumental in the formation of Tennessee as a commonwealth, John Sevier was the most prominent and striking figure. When Tennessee was organized, in 1788, he was governer until 1801. He was again governor from 1803 to 1809, and in 1811 he was a member of Congress.

In the early history of the territory, and after it was admitted to statehood, June 1, 1796, Sevier was constantly at the center of action, first as Indian fighter and later as politician and statesman. He was at one time arraigned by the authorities of North Carolina on the charge of high treason and outlawry, and while the trial was in progress was rescued from the clutch of the law by James Cosby and his friends, escaping on his fleet-footed mare to safety in the forest. His offense against North Carolina was mainly his disregard for the state laws controlling land ownership and contempt of its governing power. September 24, 1815, while on a mission to the Creek Indians at Fort Decatur, Ala., he died. His ashes now repose under a monument erected to his memory in the courthouse yard at Knoxville.

KNOXVILLE

Knoxville, the first capital of the territory, named in honor of General Knox, then Secretary of War, was the scene of some of the most exciting and memorable events of the pioneer days of Tennessee and is the center of one of the richest sections of country east of the Mississippi river.

Knoxville, together with its suburbs, is a city of approximately seventy-five thousand population, located in the foot-hills of the mountains, along the Great Tennessee river, midway between the Great Smoky mountains on the east, and the plateau of the Cumberland mountains on the west. It is the county seat of Knox county, and the city is located in the center of one of the most



SAWMILL AND LOG YARD VESTAL LUMBER & MANUFACTURING COMPANY.



PICTURESQUE SAWMILL AND PLANING MILL PLANT OF D. M. ROSE & CO., EAST KNOXVILLE.

fertile, healthful and beautiful regions of the United States. It has a mean altitude of eight hundred feet above sea level, and a part of the town is located on several considerable eminences that overlook other portions that stretch out into great levels. Its climate is salubrious, the air coming off the mountains being very pure and healthful, and its water supply is of a splendid quality. From its proximity to the mountain region, the summer season is never unduly hot, while the winters are mild. The scenic attractiveness of the surrounding country is surpassingly fine.

Around the city of Knoxville are several medicinal and other springs much sought by health seekers. Fruits, cereals, nuts and tobacco grow in great abundance on the farm lands surrounding Knoxville, and its minerals are very abundant. A new industry which is growing daily in size and importance is the marble business. Knoxville has several large marble companies which ship their product to all parts of the country. Its great hardwood forests, in spite of having been devastated at its very doors for more than a century, embrace such a wide area as to insure this city being the center of a largely increased hardwood lumber business for many years in the future. In addition to the hardwood supplies growing within a very few miles of Knoxville, there still remains no inconsiderable quantity of white pine, and several varieties of yellow pine in considerable abundance.

Knoxville is a railway center of large importance, and both the Southern and Louisville & Nashville lines radiate from it in a dozen directions. In addition to these systems there are several minor railroad lines penetrating forest areas.

The facilities for water transportation via the great Tennessee river are unsurpassed by any inland city in the country. The production of iron, lumber, coal and marble are foremost in the city's commercial enterprises, together with its factories making iron and steel products, textiles in both wool and cotton, and its numerous wood-working industries engaged largely in the production of furniture, wood mantels, coffins, boxes, porch columns, hardwood flooring, etc.

Character of Timber Resources

There are certain types of timber in the great variety that grow in the United States that abound in surpassing excellence in the Knoxville region. Perhaps of first importance is the yellow poplar, which grows in virgin character of a most splendid type in all this mountain country. Of second importance is the red oak, the true *Quercus ruba*, which is regarded as the finest furniture oak growing in the United States; and only of second value is its white oak, *quercus alba*. Next in order of commercial greatness is the splendid chestnut of this region, and then in lesser quantities but of no mean importance, is the red birch, basswood, soft maple, white ash, silverbell-tree, black walnut, a half-dozen varieties of hickory, red gum, white walnut, etc., etc. In no region of the United States is there such a variety of high-type timber as grows in this region. Soil and rainfall conditions, combined with varying altitudes, make this condition of tree growth possible.

Who Is Who in the Knoxville Trade

The most important lumber operation in the Knoxville region is that of the Little River Lumber Company at Townsend, Tenn.,



PLANT HOUSTON BOX & LUMBER COMPANY



SEVERAL OF KNOXVILLE'S WOOD-WORKING INSTITUTIONS.

1—Oakwood Manufacturing Company. 2—Tennessee Mantle Company. 3—American Mantle Manufacturing Company. 4—Warehouse and Corner Factory, Knoxville Coffin Company. 5—Knoxville Table & Chair Company. 6—Proctor Furniture Company. 7—Mantle Plant, C. B. Atkin Company. 8—Knoxville Furniture Company.



ED MAPHET, MANAGER LOGAN MAPHET LUMBER COMPANY



J. PARK VESTAL, VESTAL LUMBER & MANUFACTURING COMPANY.



EDWARD VESTAL, VESTAL LUMBER & MANUFACTURING COMPANY.

about twenty-eight miles southeast of the city, whose headquarters are about equally divided between the milling plant and Knoxville. This company operates through an allied concern, the Holston Box & Lumber Company, an important industry at Knoxville, a view of which is shown in one of the illustrations accompanying this article.

One of the largest jobbing houses at Knoxville is the Logan-Maphet Lumber Company, which has a distributing plant at the Lonsdale suburb, and which institution is controlled by Joseph M. Logan and Ed Maphet. This company also maintains a large distributing yard at Cincinnati under the management of I. M. Asher.

A lumber institution of no mean importance at Knoxville is the Vestal Lumber & Manufacturing Company, of which J. Park Vestal and Edward Vestal are the officers. This company's logs are drawn largely from its own tracts of timber of which it has several in east Tennessee, and are manufactured at its band mill at Vestal, a suburb south of Knoxville, two miles from the city, which has track facilities from both the Southern and the Louisville & Nashville systems. A view of this company's log unloading tracks, log yard and sawmill is shown herewith. A large distributing yard is maintained at the same point.

D. M. Rose & Co., veteran lumber manufacturers at Knoxville, have an admirably arranged sawmill and planing mill plant on the bank of the Tennessee river at South Knoxville, which is illustrated in this article.

Another important hardwood distributing yard is that of Walter McCabe, who also maintains a second distributing plant at Waynesville, N. C.

The Knoxville Saw Mill Company, of which H. N. Saxton, Jr., is president and manager, has a high-class band mill at Knoxville, and is largely engaged in the production of poplar and oak for export.

Among allied lumber concerns is the new and high-class veneer plant of the Knoxville Veneer Company, of which P. B. Raymond, the veteran veneer man, who operated for so many years at Indianapolis, Ind., is at the head. This is one of the newest and best types of veneer plants in the country, and Mr. Raymond is adding to his reputation as a high-class veneer manufacturer by the stock he is making at the Knoxville plant. The supplies of oak, ash, gum, black walnut and other high-class woods come from logs grown in the vicinity of Knoxville.

Another important allied lumber industry is that of the Phila-



C. P. McMAHON, C. P. McMAHON & CO.



H. N. SAXTON, JR., PRESIDENT KNOXVILLE SAW MILL COMPANY



C. L. MAPLES, PRESIDENT MAPLES LUMBER COMPANY



KNOXVILLE'S LUMBER AND VENEER PLANTS.

9—Knoxville Veneer Company. 10—Philadelphia Veneer & Lumber Company. 11—Corner Yard, Logan-Maphet Lumber Company. 12—Plant, Nickerson Manufacturing Company. 13—Office and Corner Yard, Walter McCabe. 14—Plant, Masters Patent Floor Company. 15—Plant, Knoxville Saw Mill Company.



P. B. RAYMOND, PRESIDENT KNOXVILLE VENEER COMPANY.



J. C. KIMBALL, KIMBALL & KOPCKE



H. C. KOPCKE, KIMBALL & KOPCKE

delphia Veneer & Lumber Company, producer of genuine Spanish cedar cigar box lumber, as well as an immense quantity of imitation cedar cigar box stock made by gluing thin veneers of Spanish cedar on a poplar base. The principal office of this institution is at Philadelphia and is a Vandegrift house. The local manager is E. M. Henoefer.

Among other hardwood jobbing houses at Knoxville may be mentioned Kimball & Kopcke, with offices and yard at 511 Jackson street. The firm is composed of J. C. Kimball and H. C. Kopcke. This concern maintains a local grouping and distributing yard, in which it has recently placed a trimmer and edger, by means of which it manufactures country stock, of which it is a large buyer.

Among other Knoxville hardwood houses are C. P. McMahan & Co., who are large manufacturers of white oak, and operate mills at present at Chaska and Duff, Tenn., where they have extensive holdings of high-grade hardwoods. The office headquarters of this concern are in the Sedgwick building.

Another Knoxville institution is that of the Maples Lumber Company, of which C. T. Maples is president and owner. Mr. Maples handles a large amount of high-grade poplar, which he brings down the Tennessee river. This house does the largest river business of any of the Knoxville institutions, and is now operating on a tract of 1,000 acres of hardwoods in Blount county, Tennessee, which runs mostly to oak, poplar and white pine. This stock reaches the railroad at Walland, Tenn., and is similar in character to the timber of the Little River Lumber Company.

The Miltimore Lumber Company of Tennessee, of which J. F. Cleland is the presiding genius has offices in the Empire building, and does an active business, chiefly in high-grade poplar.

Knoxville has more than a score of remanufacturing industries that employ hardwoods to a large extent. Among these are the Masters Patent Floor Company, producer of patent oak flooring, which is owned by Masters & Agee; the Nickerson Manufacturing Company, of which C. A. Nickerson is president, maker of porch columns, at North Knoxville.

The largest wood-working institutions of Knoxville are those of the C. H. Arlen Company, manufacturer of furniture and mantels, and its allied concerns, the Oakwood Manufacturing Company and the Tennessee Mantel Company.

Among other institutions are the Knoxville Table & Chair Company, maker of high class tables and chairs; the Proctor Furniture Company, maker of medium and low-grade furniture, chairs and bedroom furniture; the American Mantel Manufacturing Company, the Knoxville Furniture Company, makers of mantels, and the Knoxville Coffin Company. Illustrations of many of these plants accompany this article.

Present and Future

Every hardwood section in the United States is noted for particular varieties in which it excels. The Knoxville region is justly noted for the superior character of its poplar, red and white oak, chestnut and white ash, which constitute a growth as good and in many cases better than exists anywhere else. In addition it contains a growth of very superior types of soft maple, basswood, red birch, silverbell-tree, white walnut, cherry, black walnut, buckeye, hickory and other varieties. On the whole, this region possesses a larger variety of excellent types of hardwood than any other in the United States.

The initial picture of this story shows admirably the particularly alluring scenery of the Knoxville region, which has picturesque features in all the surrounding country. Knoxville may aptly be described as a replica, in the Tennessee country, of Grand Rapids, Mich. Its lumber manufacturers and remanufacturers have all the general characteristics of the manufacturers of this most notable Michigan furniture and lumber manufacturing city, and while the growth of Knoxville has been slow up to this time, right now it is "finding itself," and promises to become a most important lumber manufacturing and remanufacturing center.

The general public has perhaps lost sight of the fact that the South is just "coming into its own." For many years past anything in the way of lumber was good enough to build a southern house, farm structure or factory, but with on-coming prosperity the South is asking for the best lumber materials that can be had for specific purposes. This is resulting in the building up of a splendid hardwood trade all through the southern country, and today Knoxville lumber manufacturers and jobbers have trade extending to New Orleans and beyond to the Southwest, and all through Louisiana, Alabama, Georgia, Florida, the Carolinas, Tennessee and Kentucky. This trade is not only for building purposes but for lumber employed in numerous manufacturing institutions that use lumber in one form or another for their product. In short, the Knoxville producing section has now ceased to be dependent entirely on the North and East for its lumber market. Today a large portion of the lumber produced in the Knoxville section is finding a market south of the Ohio river which is shipped on shorter freight rates and at better prices than can be secured in the more remote consuming sections of the North and East.

As before noted, the South is coming into its own and Knoxville already is getting its share of business as a result of new conditions, which, furthermore, will be improved as time goes on

Work of Lumber Associations

WISCONSIN MANUFACTURERS MEET

The general tone of the meeting of the Northern Hemlock and Hardwood Manufacturers' Association, held at Hotel Pfister, Milwaukee, Wis., Oct. 26, was noticeably optimistic. A general increase in prices over last year was noted, although in some cases the volume of business was reported decreased. Indications are that the coming year's cut of hemlock will fall below that of last year.

Various important questions were discussed in detail. The report of Secretary R. S. Kellogg was especially meaty. In it he said that the record of the year's sawing shows that the input of hemlock logs, 1910 to 1911, was slightly less than 1909 and 1910, while hardwood operations increased. Hemlock stocks, according to the report, were so light during the first half of 1911 that few firms could ship all items on the list. The first of July showed eleven per cent less hemlock on hand than the preceding year. The heavy hardwood output this year was partly responsible for the curtailment of hemlock cut.

The association records show that from April 1 to September 30, 1910 and 1911, respectively, a total of 191,024,000 feet of hemlock was cut in the first year, and 207,595,000 feet in 1911. There is also an increase in shipment of about 6,000,000 feet.

Reports from seventy firms show that they logged in 1910 and 1911, 349,200,000 feet of hemlock and 240,400,000 feet of hardwoods. Sixty firms say they expect to log in 1911 and 1912, 300,869,000 feet of hemlock and 213,657,000 feet of hardwoods. The aggregate of all kinds of wood logged in 1910 and 1911 was 705,290,800 feet, while the amount it is expected the same firms will log in 1911 and 1912 is 614,346,400 feet. This indicates an intention of curtailment until better prices prevail.

After a short discussion of woods wages, the report took up transportation matters, dealing particularly with the attempt of the Railroad Committee to secure better hemlock rates to Missouri river points. The report also discussed the proposed establishment of a distance tariff on lumber within the state of Wisconsin and in the northern peninsula of Michigan. The report contended that a general application of this method would result in increased rates from many of the largest plants in Wisconsin.

The proposed rigid enforcement of the safety appliance law, providing for sill steps and efficient hand brakes on all cars, would be manifestly impracticable, according to the secretary, who contended that it would be absolutely impossible to load with a minimum load on short cars, as a single tier of logs would be necessary to enable brakemen to operate the hand brake. He proposed that, as this is a matter of law, about the only course open is an appeal to the National Lumber Manufacturers' Association's Railroad Committee to attempt to secure a modification of this legislation.

The secretary said that all operations during 1910 had been conservative and sales of a "hurry-up" nature. The manufacturers have been compelled to carry stock at their own risk and expense. He pointed out that while this was all right under ordinary conditions, any scarcity in rolling stock would prove disastrous. The report pointed out that all other lines of business have been conducted on the same scale, while the railroads have been doing considerable purchasing and extension. The secretary contended that overproduction is the fundamental trouble in the lumber business today; that the capacity of the 50,000 sawmills in this country is in excess of the normal consuming capacity. In closing, Secretary Kellogg said: "The lumber manufacturer who spends the least time talking about calamity, and the most time figuring out how he can get more out of his timber, will come the nearest to having the balance on the right side of the ledger at the end of the year. It may not have been Solomon who advised a friend in trouble to 'say nothing and saw wood,' but the wisdom of the remark was never more apparent than now—only don't saw too much."

The treasurer's report was read by Secretary Kellogg, and showed total receipts of $4,875.55 and disbursements of $3,597.65, leaving a balance on hand of $1,277.90.

A general discussion of the exact meaning of the term "delivered," as applied to reports of cut for assessments and secretary's records, resulted in the adoption of a motion to the effect that it shall cover all sales.

Chairman Collar of the Railroad Committee, outlined the work of his committee relative to proposed reduction on hemlock rates to northern Iowa, southern Minnesota and southeastern South Dakota. It was brought out that while the railroad officials evince a desire to help in this regard, their first proposal, to put Wausau on a Chicago basis, would give lower rates only to such points as are in the pine territory, and inaccessible on that account. The Railroad Committee, however, expressed itself as confident that favorable action will be secured.

A motion, which carried, protesting against the proposal of railroads to eliminate bunks and chains on logging cars, without their supplying the necessary stakes as substitutes, or paying for them, was the result of a discussion of this question.

A motion carried to issue an informal complaint to the Railroad Commission of Wisconsin asking it to establish such minimum load on interstate shipments from upper Michigan and Wisconsin and shipments within those states as will make possible the operation of hand brakes.

The afternoon session opened with a discussion of the distance tariff, as proposed by Wisconsin roads. It was determined in the discussion that the bulk of reductions would be only on short hauls, and that the railroads would in the aggregate realize increased revenues. A motion carried to request the railroads not to put the distance tariff into effect until the association was more familiar with its terms and conditions, and that the Railroad Committee be given full charge of the matter, with power to accept or refuse the railroad's offer.

A discussion of woods wages showed that there is every prospect for an abundance of efficient help in the woods this winter, and that the average wage will be lower than it has been, as there will be more men than can be employed. It was the general opinion that with the increased cost of supplies, the only possibility of realizing a profit on manufacture is by wage reduction. The general average on common labor was established at from $24 to $30 a month.

The report of the Grading Committee showed that while prices have been somewhat off during the year, the quantity of lumber shipped has been very satisfactory. There have been few complaints on inspection and reinspections were principally on No. 3 hemlock. The committee reported very good prices on upper grades of hardwoods and predicted their maintenance during the year. It recommended a decided curtailment in output wherever possible, as already there is too much lumber on hand.

An optimistic talk by Secretary Rhodes of the Weyerhaeuser Lumber Company, in which he outlined the industrial and financial conditions of the country and of the lumber business, and predicted a very strong spring trade, was followed by a general discussion of market conditions, of which the consensus was the same as shown in former reports.

MICHIGAN MANUFACTURERS

The Michigan Hardwood Manufacturers' Association held its fall meeting at the Pontchartrain hotel, Detroit, Mich., Thursday, October 26, at which representatives of twenty-eight concerns were present. President Bigelow presided.

The routine work was gone through with expeditiously, the reports of the secretary and treasurer taking the usual course, the latter showing a comfortable balance on hand.

Market conditions were reviewed by Bruce Odell, chairman of

the Committee on Market Conditions, who stated in his report that there were less No. 3 common stocks, total and cut, than at any corresponding period since 1907. Hemlock stocks are lighter than a year ago, and the prospect for better prices and business in this wood is bright. Beech is especially strong, stocks being low. Birch, ash, basswood and rock and soft elm are in about the same situation as they were two years ago.

Discussions of the proposed workmen's compensation and corporation tax laws resulted in referring the matter to the Committee on Legislation. The hemlock inspection service was discontinued and the secretary was instructed to obtain from rail shippers of this wood information on uniform grades. The forest fire conference was postponed until the January meeting.

To create a fund for association expenses for the remainder of this year, and the coming year, an assessment of two cents a thousand feet was levied on hardwoods shipped the last year.

Real vs. Pretended Wood Substitutes

METAL AUTOMOBILE BODIES

In publishing these theses on the varying merits of wood vs. wood substitute materials, it is the intention of HARDWOOD RECORD to discuss the matter fairly and dispassionately, and not to attempt to present arguments in favor of wood or wood utilization where other materials are basically and economically better. The man who would argue in favor of railroads returning to wood and steel strap rails in lieu of steel rails would have no standing in the court of public opinion, and should not have, because it is self-evident that the modern steel rail is not only infinitely better, but present railroad transportation would be utterly impossible to handle by original pioneer methods. Anyone who would favor a return to plank sidewalks in exchange for those of modern concrete would be laughed at. In short, there are many instances where wood very properly has been supplanted by other and better materials for specific purposes in many lines of utility.

Right now there seems to be a positive craze in the public mind for "change," and many of these innovations are proving not only disastrous, but extravagant; many substitutes are proving to have little value in comparison with the materials formerly used. Alleged fireproof materials of many kinds have proven failures. The much touted safety-pretense of all-steel car construction has proven a fallacy. Concrete dams have come to grief and entailed much loss of life. Paper containers for shipping goods have proven to be an extravagance. The value of thin metal doors, interior finish and furniture is highly conjectural.

The superior utility of wood for hundreds of uses as demonstrated by the experience of centuries is giving place to an extent to the undemonstrated qualities of substitutes based entirely on their theoretical value. In many cases these theories have proven faulty, unwise, extravagant, and in some cases extremely hazardous.

A shining example of wood substitution, which apparently has little merit, and which presents specious claims of superiority, is the manufacture of metal automobile bodies,—an attempt on the part of automobile manufacturers to supplant wood automobile bodies, and notably the panels thereof—with steel and aluminum. The story surrounding this change in the type of both open and housed automobile body construction is a long one, and will not be fully covered in this article, save in a general way.

The automobile industry has had a most remarkable development in the United States. The number of establishments engaged in the manufacture of these vehicles increased from fifty-seven in 1899 to three hundred and sixteen in 1909, an increase of 454 per cent in the ten-year period. The increase since that date shows about the same ratio, and is phenomenal as compared with the growth of any other American industry. Of the three hundred and sixteen establishments in existence in 1899, two hundred and sixty-five produced automobiles as their main product, while fifty-one produced them as a side line.

The last census report shows an annual value of automobiles produced in 1909 of nearly $200,000,000; Michigan was and still remains the largest producer, with a credit of about twenty per cent of the total; Ohio, second in importance; Indiana, third, and New York, fourth.

A striking fact noted in the development of the automobile industry is that it has shown marked prominence in states where previously the carriage and wagon industry was of paramount importance. The inference is that these states were equipped with the necessary skilled labor, thus giving the automobile industry an advantage and an impetus not enjoyed by other states. In 1909 the total output of automobiles was approximately 125,000, while the current year will show an output in excess of 200,000.

Perhaps in no other industry in the United States has there ever been such a trend towards specializing as in the manufacture of automobiles. Very few alleged automobile makers make automobiles. These institutions are strictly assembling plants, which purchase finished parts, made by scores of other establishments either as chief or minor production, and put them together in the form of automobiles. Of this element there are foundries, machine shops, wheel works, body builders, rubber goods manufacturers, top makers, lamp makers, speed and distance recorder makers, horn makers, electric battery makers, gas tank makers, and accessory makers without end. For example, one allied institution is authority for the statement that it has the capacity and orders on its books for the production of 40,000 automobile bodies during 1911.

The automobile body maker has grown up out of the carriage manufacturing industry. These people were the experts who knew how to handle wood and put it together in the best possible form to produce a satisfactory, lasting and first-class body. For several years, supported on a steel under-frame, wood bodies for both open and closed type of automobiles were made exclusively on a wooden framework and covered with wood. This wooden framework was made up of white ash, poplar, rock elm (sometimes a small proportion of maple, chestnut, black walnut and other woods), but the paneling and outside work was invariably made from yellow poplar. One particularly necessary item for the making of wood bodies was wide panel stock, taking the very cream of the best poplar timber growing in the United States. The demand required both width and high quality in the same piece of lumber, and manufacturers of this wood catered to this demand, and did their best to supply the totality of the automobile makers' wants. A large quantity of poplar production is dependent to a large extent on mountain stream log deliveries, and in 1909 a paucity of rainfall held up large stocks of poplar timber in the upper streams, and the deliveries of logs were comparatively small, thus holding down the lumber output. Following this temporary decline in poplar production came a wonderfully increased demand for wide poplar from automobile body makers. Certain manufacturers apparently concluded to corner the market on this class of lumber and offered prices for it that were in excess of any sum that had previously been demanded by lumber manufacturers. These buyers in some instances took the stock green from the saw, which made the business a very desirable one for lumbermen. Naturally the price of poplar rose to what was considered an extravagant price; and it was also figured by some that it was going to be impossible to supply the totality of automobile panel wants from this kind of wood.

Experiments with other varieties of wood not proving satisfactory, automobile makers cast about for a substitute material

with which to make either automobile bodies in their entirety, or for the panel and general outside covering. This resulted in several new types of automobile bodies being produced during the last few years. Certain makers still hold to the wooden framework with poplar panels; others employ wooden framework with a thin steel covering; others use a wooden framework with cast aluminum covering; and still others employ a steel frame with thin sheet steel covering.

The relative cost of a wood frame, poplar covered automobile body, with poplar panel stock selling at a hundred dollars a thousand feet, and the cost of a wood frame, sheet steel covered automobile body is approximately the same. The cost of a steel frame, steel covered automobile body is more; and the cost of a wood frame, aluminum covered body is still much higher.

The cost of the wood panel stock in automobile body construction, and the uncertainty of future supply of this material, however, are not the chief factors that are inducing automobile makers to attempt to palm off on the public substitute materials in automobile bodies. Automobile manufacturers of the country have worked very fast to "keep up with the procession." A lot of talent as well as millions of dollars have been invested in automobile making enterprises, by reason of the alluring profits that were made, or supposedly made, by a good many factories that were practically pioneers in making these vehicles in large quantities.

The automobile business has gotten down to a point where single factories group the various items going to make up an automobile and turn out cars at the rate of a hundred or more a day. They all seek what they are pleased to call efficiency. Buyers of the various materials that go to make up automobiles heavily penalize makers of the various parts if they do not deliver their goods in schedule quantities and on schedule time. There is no business in the United States that is done on such a system of fast time work as automobile making. In some lines of trade manufacturers will say, "If I don't get the order today I will tomorrow," but in the automobile business no man, if he fails to "nail" an order and fulfill it on the minute, is sure that he will ever get it. Hence, perhaps, this rush.

It is alleged by good authorities that the automobile business has been so systematized and reorganized during the last year or two that the shop cost rarely exceeds one-half of the price that the buyer pays for his automobile, and what is at present worrying the industry in its attempt to deliver a first-class pleasure and business automobile at a profit and at a logical price, is its extravagant sales cost system, which involves high rentals at distributing points, fancy priced sales managers and salesmen, and the most extravagant advertising expenditures that have ever been made in the history of any industry. It is alleged by competent authorities that the automobile business is gradually getting down to a ten per cent basis of profit, and that the former fancy dividends, based on making thousands of cars when the demand was in excess of the supply, is at an end.

This explanation of the situation of the automobile business necessarily is made to illustrate the real reason why automobile manufacturers are palming off on their customers bodies covered with the material that was originally intended for the making of stove pipes, in lieu of the substantial, efficient poplar bodies that experience has demonstrated would stand up under severe usage for more than a quarter of a century. The basis for this action is entirely by reason of what the automobile maker calls "efficiency," which some authorities might regard as efficiency degenerated to speed lunacy. It requires a much longer time to season, steam, bend, dry and build a wooden automobile body than it does a "tin" covered contraption, which means placing orders more than a year in advance to secure the necessary quantity and quality of lumber, but beyond this a stovepipe covered automobile body can be painted, varnished and turned out of the factory inside of six days, when it requires six weeks to properly finish a wooden body.

Again, automobile manufacturers discovered, in the hurry-up process demanded by them in making bodies, that, in a lot of a thousand, they would find five to ten per cent of the panels were made from improperly cured lumber, that would develop checks or other defects, and these had to be returned to the body maker for repairs, and then had to be refinished in their own plants. This was an item of "efficiency" not to be overlooked by the automobile maker, even if he did foist upon the public an inferior automobile body.

HARDWOOD RECORD has interviewed scores of automobile manufacturers and body makers who employ all the types of bodies enumerated, and its representatives have spent days in body-making plants in various parts of the country to fully analyze the difference in the merits of the various types. The result of this investigation will be recited in detail in succeeding articles, but it may be stated definitely that a metal body of any type hasn't a tithe of the quality and value of a wooden one.

The merits of the full wooden type of construction may be recited as having lasting qualities of both the body itself and its finish, of well toward ten times as great as a sheet steel body, and possesses intrinsic merits many times above the cast aluminum bodies. In the event of accident a wooden body is easily repaired and restored to its original appearance and strength, while a wrecked steel-covered body is a total loss. The finish on a wood body, with the aid of a coat of varnish every two or three years, will outlast the best type of machine, while no automobile maker will presume to guarantee the finish of a steel automobile body for three years. In fact, in many cases it is difficult to make delivery on steel body work before the paint begins to disintegrate and flake. The rusting of a steel body, where the sheets are bent at angles, also militates against its value very seriously; and when a loose joint develops it rattles and makes the machine noisy. The steel body is not as comfortable as a wooden one, because of its non-resistance of heat or cold. It absorbs the heat rays in hot weather, and is a chilly vehicle in the winter-time. A wooden body will resist ordinary pointed pressure and abrasion involved in a minor accident, where a steel body is dented, bent, or rent. Repairs on wood bodies in such cases are very cheap, while it is impossible to eradicate dents or abrasions, or make a decent repair job on a hole in a steel body. In the case of a dent or abrasion in an aluminum body, it is possible by sending a machine back to the factory, and through the sacrifice of the finish over a large area, to hammer out ordinary dents, but bad damage involves very serious cost for repairs.

Any automobile with a steel body that has been in service thirty days or more can be spotted instantly by the dents in the thin metal, and evidences of rust showing at bends and joints, and often the paint is scaled in spots. Rusted steel can be repainted, but continued rusting can not be remedied until the metal is entirely disintegrated. An aluminum body can also be discovered by the dents in its surface after short use, and corrosion and loosening of the paint is nearly as manifest.

The only logical reason that an automobile manufacturer can present for supplying metal bodies in lieu of wooden ones, is his fear of not being able to secure ample supplies of panel stock. When it is known that the requirements for panel stock for a total of 200,000 automobiles, on the average amounts to only fifty feet to the vehicle, or a total of about ten million feet of panel stock annually, it will not be a difficult matter to enter into a contract with enough responsible poplar manufacturers to secure guaranteed delivery of this quantity of panel and No. 1 poplar to take care of this requirement for a period of ten and possibly twenty years.

The metal bodies that are being "put over" onto buyers today are practically just as fraudulent in character as is the full steel car equipment. There is no good reason why buyers of automobiles should not have wooden bodies on their vehicles—all they have to do is to refuse to buy a "tin" body, and automobile producers will be mighty quick to accede to the demand for a wooden body, but for some special type of vehicle they may be obliged to wait six weeks for delivery.

Doctoring Sick Trees

Editor's Note

Even lumbermen, whose reputations lie chiefly as destroyers of the forest, are deeply interested in the preservation and maintenance of trees in the parks, along the boulevards and streets, and on their own home properties. This story of "Doctoring Sick Trees" should appeal to every one, as it comes from an authoritative source. Dr. Frank Johnson, whose methods of tree doctoring or tree dentistry are here quoted, is one of the most notable tree lovers in the United States. He has devoted every spare daylight moment for years of his life in studying tree diseases and their cure. He is a resident of the beautiful Chicago suburb of Glen Ellyn, and is honored by that village with the unique public office of village forester. What he doesn't know on the subject of tree doctoring isn't worth knowing.

It is a common boast of the suburbanite that the city holds no trees like those on his own front lawn. We have all heard him explain that it was to enjoy the beautiful green foliage of the country that he moved out of the busy, smoky metropolis. The pride of Evanston and Oak Park, Chicago's two main suburbs, is their stately tree-edged avenues. Residents there see that and carefully. They point them the trees are pruned regularly out with pride to all visitors, saying: "We wouldn't have anything happen to them for worlds!" And yet these same people have laid and are still laying their cement sidewalks so close to their cherished trees that they are systematically and scientifically killing them by a process of chopping short the roots that should extend proportionately as wide around the trunk as the spread of its branches, which there overhang the walks. So their trees are dying—are being destroyed, and Mr. Suburbs is led to exclaim wrathfully against the boring insects, the caterpillars, fungoid growths and the sewerage. He looks about him for a remedy for the evils to which he attributes the trees' decay, and he proceeds to bandage the "punk" spots and wounds with burlap or cloth, thereby creating ideal conditions beneath the bandage for the development of the very fungus spores which he is seeking to combat. It never occurs to him that he, in his craze for a tree-shaded walk, is himself responsible for their dying.



WASHINGTON ELM, CAMBRIDGE, MASS
Showing Wanton and Inexcusable Damage to Historic Tree

Governmental and civil authorities also boast of their efforts to preserve the fine old trees in the cities. They go about in it almost the same way Mr. Suburbs does. In Cambridge, Mass., stands the elm under which George Washington in 1776 took command of the Continental army. The authorities erected an iron paling around this tree, placed a stone slab near by explaining its historical significance, and maintain a policeman constantly on guard beside it. And yet they permitted the local telephone company to run its wires so close to the imposing old landmark that two of its largest branches had to be sacrificed in order to prevent interference with the wires. The wound thus made has undermined the vitality of the whole tree and caused it to fall a prey to destructive agents totally beyond the restraint of the guard. Nature must laugh ironically at such fatuity on the part of these "tree preservers."

The lack of scientific understanding of tree ailments is far more often the cause of decay than insects or parasitic growths ever could be. In fact, these agents of destruction appear only after the actual decay has set in. They never are the primary reason for it. The physical construction of the boring worms is such as to make it utterly impossible for them to attack live wood. They are only able to dig their way forward through the "sawdust" of a wound cavity. As this diseased portion soon mortifies the entire tree, the borers are enabled to worm further into the rotten wood at will, and flat fungoid growths ("punks") spread over a larger area. Destruction is inevitable then unless the tree wound is scientifically cauterized and dressed.

A tree wound generally takes the form of a cavity in which "punks" produce a kind of sawdust, and up into which a gummy excretion oozes through the fibro-vascular bundles that compose the tree structure. This hole, when neglected, speedily becomes the abode of boring grubs or beetles that, vampire-like, proceed to suck the up-flowing sap, which is the life-blood of the tree. All the sustenance of light, air, room and a moist, nutritious soil will not save it then. Injurious insect spores develop rapidly under these conditions and in a very short time irreparable injury results to the tree.

The scientific treatment of tree diseases is a comparatively new study, the importance of which can hardy be exaggerated. "Tree doctors" are the result — men whose sympathy and love for trees is board and heartfelt and who, like Nature, upon whom they operate, do their best work slowly. Their methods of treating tree ailments are essentially the same, though they may differ in some of the minor details.

It is the conviction of Dr. Frank Johnson of Glen Ellyn, whose success as a "tree doctor" has been really remarkable, that the best tree doctor must personally attend to the business, and not be merely a superficial director of the work. "One cannot teach surgery by correspondence school methods," he said, "and one can no more perform an operation upon a sick tree by keeping his kid gloves and coat on, while ignorant underlings try blindly to follow his directions."

Trees at their best require certain quantities of light, air, heat and specific soil conditions. In diagnosing their ailments it must first be ascertained whether or not these conditions are normal. When trees are transplanted it often happens that certain of their roots are, for one reason or another, dead, and it is an astonishingly common practice to replant them, leaving on these lifeless



TREE SHOWING BADLY DAMAGED CAVITY.



CLEANING OUT ROT AND FUNGUS GROWTH



FILLING THE CAVITY WITH CONCRETE

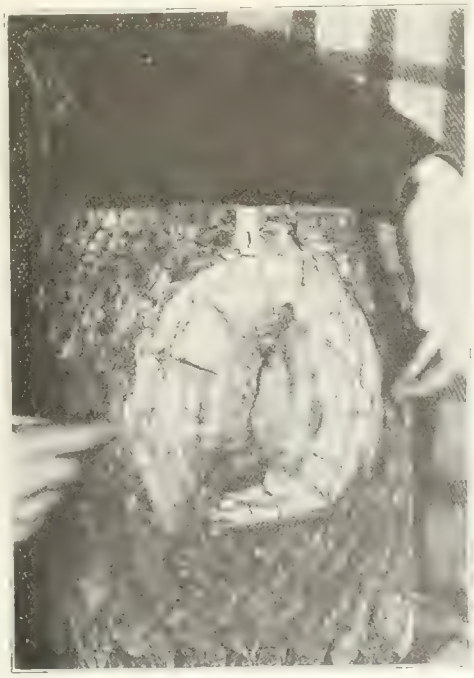
members, from which the tree cannot possibly obtain the slightest nourishment. The proper thing to do in such a case is to cut off the dead roots entirely, just as a surgeon would amputate an incurably diseased limb of a patient to forestall further spread of the disease. If a particularly cohesive kind of blue clay be then applied to the remainder of the severed members, new roots will soon sprout and in time perform their part in absorbing nourishment from the soil.

In the case of a tree wound, it is imperative that the rotten cavity be thoroughly cleansed of the parasitic plant and insect pests that always infest it. Sometimes the parasites are eradicated by the application of acids, which suffocate them and destroy their innumerable and almost invisible spores, but it is the opinion of Dr. Johnson that the best method of extermination is to use a chisel and chip away all the rotten wood found in the cavity. The wound should then be well cauterized with a small gasolene flame, which acts as a disinfectant. It is extremely important in performing this part of the operation that the flame be not allowed to scorch any part of the live wood around the cavity.

When the surface of the cavity has become perfectly dry, it should be coated with white lead or asbestos paint. This covering effectually seals the openings of the fibro-vascular bundles through which the sap bubbled wastefully into the wound. Thus dammed, this precious fluid is once more enabled to percolate throughout the live portion of tree trunk, and not be wasted in filling an open hole for the sustenance of insects and fungi.



OPENING FILLED READY FOR BARK TO HEAL WOUND.



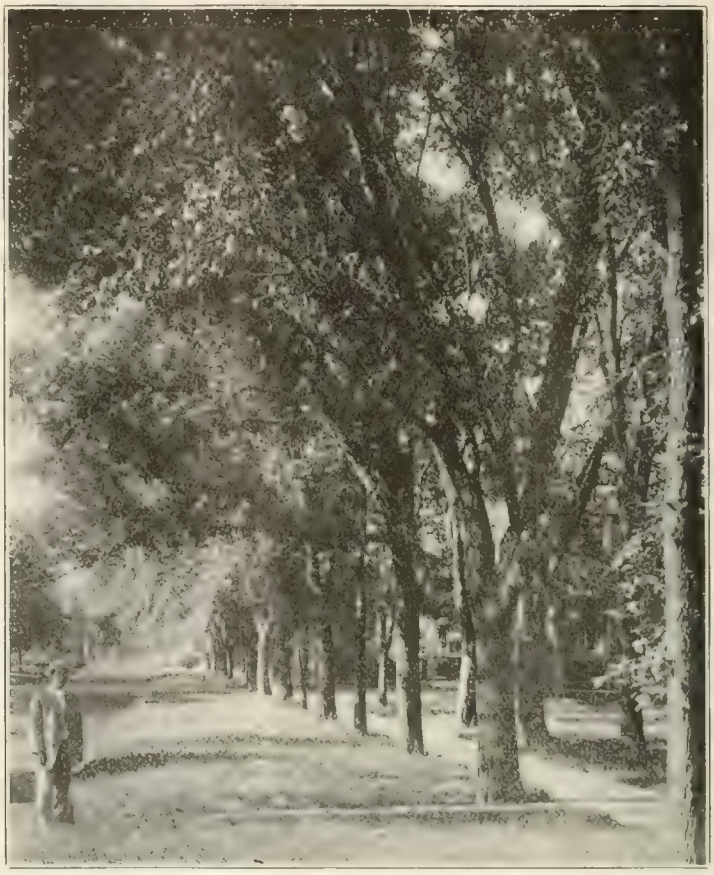
SECTION OF TREE SHOWING PERFECTLY HEALED WOUND.



TRIMMED MAIN ROOT PRODUCING MASS OF SMALLER ROOTS.



INEXCUSABLE DAMAGE TO ROOTS OF SPLENDID ELMS IN LAYING CONCRETE SIDEWALK



TREES AT EVANSTON LOCATED TOO NEAR SIDEWALK, WHICH WILL SURELY RUIN THEM.

After the surface of the wound is coated with paint, the entire aperture should be filled solidly with concrete. It is of the first importance that the paint should be dry and the fiber openings sealed tightly before the application of the concrete, as that material, made up of cement, sand and gravel, gives off a small percentage of sulphuric acid, which otherwise would injure the live wood of the tree. The cement in one part is used in a mixture of two and one-half parts clean bank sand, such as will pass through a quarter-inch screen when dry, two parts large pebble gravel, and should always be laid in sections, giving time before the placing of each new layer, for the preceding one to dry thoroughly.

In preparing the concrete, mix the sand and cement together while dry, then throw in the pebbles as the water is added; keep turning the mass over and over, and stir it until it is smooth before pouring into the cavity. Iron bar supports, placed between the layers of concrete, give the filling added stability, and are commended.

The exposed face of this concrete filling must not be brought out to the same plane as the outer bark of the tree, but should recede a little, so that the growing tissue (cambium), which lies immediately beneath the outer bark, can grow over the cement and cover the entire opening, if it be a small one, or if it be a large one, grow out sufficiently to overlap the filling and hold it as a frame holds a picture.

The wound thus cauterized, dressed and sealed, will finally be healed by nature itself, and the tree restored to its pristine vitality, provided of course, that the growing conditions are right, But, as in the case of the healed wound of a human being, a scar will remain, marking the place of injury.

WOODS SHOWING LITTLE SHRINKAGE

All woods from a dry to a seasoned state show a shrinkage, but there are certain varieties in which it is slight. The shrinkage of the same variety of woods varies with the rapidity of the growth of the tree. The shrinkage of various boards from the same tree will vary materially. A quarter-sawed board of any variety shows only small shrinkage, while that of a flat-sawed board follows the breadth of the piece and is much greater.

The assertion has been made that the wood which shows the least amount of shrinkage is the American mulberry, and that specimens of this wood that have been piled a full year show an imperceptible diminution in width or thickness. Black walnut perhaps shows the next least shrinkage of any other domestic wood, and that of good varieties of mahogany is very slight. It is for this reason that the Pullman Company, and makers of high-[illegible] cabinet work, especially the manufacturer of the splendid specimens of tables and bureaus that were made nearly one hundred years ago, imported black walnut and mahogany as a base for their veneer work. Even to this day the Pullman Company uses a considerable quantity of black walnut as cores and backing for its high-class mahogany panel work.

EXPORTS INCREASE

It is likely that the value of manufactures passing out of the United States in the calendar year 1911 may exceed $1,000,000,000. This estimate is based on figures of the Bureau of Statistics covering the exports for the first nine months of the year, which already exceed $719,000,000. This is more than $100,000,000 in excess of the exports for the first nine months of 1910, or about seventeen and one-half per cent increase. To this may be added the value of manufactures going to Alaska, Porto Rico and Hawaii.

The country's total exports in 1911 will surely be twice that of ten years ago, and more than five times that of twenty years ago. Wood manufactures give indication of exceeding $90,000,000 in 1911 compared with $82,000,000 in 1910.



Veneer and Its Uses



THE GLUE SALESMAN PUTS UP A TALK AND SAYS SOMETHING

"There are a lot of mighty good veneer manufacturers," said the glue salesman contemplatively, as he spat into the sawdust box at the depot while waiting for the next train out, "who don't know much about the glue they're using.

"Oh, yes, I got the order. I wasn't kicking because this fellow here didn't buy my stuff, but because he insisted, unsight and unseen, as it were, on classing all glue together—quality, tensile strength and all the rest of it.

"When I go into a man's plant, I do so with the expectation of studying his line of production and glue requirements thoroughly. I managed to save one of my customers $300 a month in his glue expenses not long ago, simply by showing him that he was using too little water in his mixture for some of his work. Then in another department, where he was using high-priced goods, I found that he could get effective results with a less expensive grade, and I'm selling him that now.

"No, I'm not magnanimous; not if I know it, that is. But I'm selling glue, and I know my business. I know that if my stuff gives satisfaction I can come back and sell another lot. If it doesn't, the veneer man will buy his glue stock somewhere else next time. And, mind you, when there is trouble, it's always the glue manufacturer's fault. The laying of the veneer is never wrong, and if the panel doesn't turn out the way it should, it is because the glue isn't right.

"And I know that if I can apply my expert knowledge along this one line to the business of my customers in such a way as to save them money and enable them to produce better goods, I'm going to continue to get their business. So I'm trying to point out a few of the ways in which they can do that, without hurting their feelings, and endeavoring to produce Satisfaction with a big S, spelled in pica type, instead of the nonpareil they've been using. I used to be in the printing business, you see.

"I'm working for a good house. Sure, we all are. I know that. But I mean that our glue is the real stuff. We've got the best chemist in the business, and he knows as much about blending and grinding glue as a Main street rectifier in Louisville knows about producing twenty-year-old hand-made sour mash. His glue is glue that is glue, and that, let me tell you, is some glue. When it goes into a piece of work, provided the veneer man hasn't burned the gizzard out of it in the making, it sticks like the fellow you borrowed that ten-spot from the day of the races. It does the work.

"What I'm complaining about is that the average veneer man doesn't keep enough 'dope' on what my glue does and what the other man's doesn't do. If mine holds the stuff together and delivers the goods, I want to get the credit for it. But, likely as not, even if the stuff is working all O. K., one of my 'esteemed contemporaries,' as the editor of the Kokomo Bugle, where I used to work, called the publisher in the next county (not the man in the same town—not by a jugful; you ought to 've seen the names he called *him*), will put up a mixture to my customer, claiming it's 'just as good' and all the rest of it, and agreeing to knock off half-a-cent a pound if he'll order ten barrels as a sample lot to see how it works.

"Well, that reduction in the price looks good to Mr. Veneer Man, so he gives the order to my competitor, and maybe gets a lot of junk stock that you could smell from here to the courthouse on a warm day. Honest, when stuff like that gets to working, the men in the glue room think they're in a South side lodging house, with the wind blowing from the stock yards. It's fierce!

"The veneer man sees he's made a mistake, and by the time I've got back to him he's ready to admit it; but he hasn't finished using up his bum glue, and he doesn't want to buy any more until he gets rid of it. So he holds up the order, and maybe he'll forget about what a rotten consignment he's had by the time another fellow comes around with a job lot of bone-stock glue and buy on the strength of saving a few dollars on the order.

"And then he wonders why the furniture manufacturer he's selling to gives his business to somebody else.

"Of course, it isn't all in the glue, but I should think that a lot of good business men like panel manufacturers would keep records of the character of the glue they buy; how much it costs; how many thousand feet of stock 100 pounds of glue of my kind and the other fellow's cover, and the relative cost and the relative satisfaction that attaches to each kind. Figures extending over a year or two and covering glue operations would tell some interesting stories, I imagine.

"Glue is animal matter held in solution by water. Everybody knows that. Now, animal matter deteriorates, as anybody who ever discovered that an automobile had run over the neighborhood dog without resorting to any sense save that of smell can testify. For that reason common sense would suggest that it is well not to make more glue than is going to be used. It isn't advisable even to make enough at one time for use in one day. A supply for half a day or less is best, and at the end of the day there should not be any left over. This takes close figuring, but it's worth while.

"Suppose you have a batch of glue in gelatin form standing over night, or over Sunday, as some of my friends in the business occasionally do. What is going to happen? Deterioration is a mild word to apply. And yet, in spite of the obviously poor character of the material, I have seen some high-class mahogany, Circassian walnut and quartered oak panels laid with glue containing part of an ancient—comparatively—batch of glue which ought to have been thrown out of the shop.

"It's poor economy, to my way of thinking, to put cheap or decayed glue into high-priced work; and yet that's what I have seen done lots of times. I'm not saying this to everybody, but the practice of carelessly allowing prepared glue to stand around for days at a time is the best argument that manufacturers of glue made from vegetable matter have. Their stuff isn't as good as ours—why, certainly not!—but they've got a pretty good talking point there, as well as in the lower price of their goods.

"Every vessel used in handling glue, as well as the main kettle in which it is prepared, ought to be thoroughly cleaned at least once a day, preferably at the end of the day's work, so that none of the old material will get into the fresh glue and impair its quality. It's as bad to put deteriorated glue into a batch of fresh, clean material as to offer a guest a plate of fruit, some of which is past the mellow stage.

"Glue isn't a very romantic subject to think or talk about, but it's one of the most universally used substances. The next time you eat Jell-O, just remember that it's the second cousin of the glue they're using down at the veneering plant, and you won't feel so bad over the latter—nor so good over your Jell-O. But there's no reason why gelatin shouldn't be an excellent food product, and the success of that which I have mentioned shows that, properly handled, the public will buy anything. You probably couldn't sell as much Jell-O if you emphasized its relationship to glue, but that's no argument against it.

"The glue men are willing to tell all they know. They haven't been investigated by the government, but they're not as tight-mouthed as they used to be. If you have any trouble getting satisfaction out of the glue you're using, just let me or any other high-class glue man know about it and we'll be glad to put you straight. Here's my card, and there comes my train. So long!"

NEW VENEER PLANT

Work has just been started on the erection of the new plant of the Cincinnati Veneer Company, whose warehouses, veneer mills and stocks were destroyed by fire recently. The new structure will be a one-story, mill construction building, and will have a floor area of 65,000 square feet. It is planned to enlarge the

veneer producing facilities considerably, and in addition provide, by the installation of the most modern types of equipment throughout, to produce even a higher grade line of stock than formerly.

Everything is in readiness to rush operations to completion. With good weather conditions, the Cincinnati Veneer Company will be producing veneer by the first of the year.

NOTES OF THE TRADE

Monday night, Oct. 25, the plant of Markley & Miller, Mobile, Ala., was destroyed by fire, entailing a loss of $100,000. There was practically no insurance. This company manufactured veneers from domestic and imported hardwoods. It brought mahogany and other woods in its own steamer from Mexico. No information as to intention of rebuilding has been imparted by the company's officials.

* * *

W. S. Walker, head of the Portsmouth Veneer and Panel Company, Portsmouth, Ohio, died Nov. 5 as a result of a surgical operation. Mr. Walker was one of the highest esteemed members of the veneer industry, and his passing will be mourned by a large circle of personal friends as well as his confrères in the veneer business.

* * *

A large hardwood warehouse is to be opened by H. W. Raymond of Indianapolis, Ind., at High Point, N. C., which will carry among other wood commodities hardwood veneers of all kinds.

* * *

Two buildings, 71x124 feet and 96x128 feet, are being erected by the Wolf River Company, New London, Wis., manufacturer of chairs, as an addition to its factory, for the manufacture of veneers. The veneer will be consumed by the company in making a new line of chairs and opera seats. It is expected that the new department will be in operation early in the year.

Action Against Carpenters' Union

There are several important cases now pending before the courts of New York City comprehending actions instituted by leading lumber houses against the carpenters' unions, seeking to prevent certain alleged unlawful practices of the unions in boycotting non-union made trim and millwork. The outcome of these cases is of widespread interest throughout the lumber trade, and the last fortnight has seen several developments in the progress of the cases.

In the first place early this year the A. J. Newton Company, millwork concern at Brooklyn, secured a permanent injunction against the Brotherhood of Carpenters and Jointers, who sought to prevent by strike and boycott union men from installing the open shop products of the Newtown company on buildings in course of construction, and after the granting of a temporary injunction the Supreme Court of New York state made the injunction permanent.

Then a case was instituted by the Paine Lumber Company and the R. McMillan Company, both of Oshkosh, Wis., and seven or eight other large manufacturers of doors and millwork in the South and West, whose products being of open-shop manufacture, the local unions refused to handle under a compact which the complainants alleged was made between the labor unions and certain other union millwork manufacturers, whereby the union carpenters agreed to install only the products of union mills. These cases, on first argument, resulted in the court issuing a temporary injunction restraining the unions from practicing any such alleged methods, and a final hearing on the injunction occurred during the fortnight. The court now has the case under advisement and a decision is expected shortly. The arguments presented at the final hearing on this injunction were of special interest, the attorneys for the labor organizations making the following contentions:

First, the motion papers show only a so-called union conspiracy against all non-union material in mills, and not a specific conspiracy against any individuals, and, second, the agreement of organization or conspiracy is for the benefit of our own members, to furnish them with work by the "outside" members, declining to install any mill products which are not made by its own members.

This case is quite different from the lines of boycott cases, grouped under primary and secondary boycotts. It may be premised that strikes against person with whom labor has a grievance and in the interests of labor, when not induced by malice, appear to be universally recognized as lawful. That is to say, that if we had union men in plaintiffs' mills and they struck because non-union men were employed there they were within their right. But here the plaintiffs contend we come under the secondary boycotts. It may be premised that strikes against a grievance against third persons because they have bought the plaintiffs' goods. But the facts here are very different than in these secondary boycott cases.

[illegible] There seems to be, and can be no inference of malice against these plaintiffs, because we take the same action against all non-union goods. The plaintiffs are not singled out from the hundreds of other non-union mills for discrimination by us, all non-union mills are considered as a whole, under the rules of union labor that they will not work with non-union men nor on non-union things.

Declining to work on non-union materials—for there are no other union men in carpentry but our own members—means no more than that we decline to work on mill products of other men than our own members. The purpose is plain, we desire to keep our own members in the union mills.

The principal points in the brief filed by the manufacturers contending that the injunction should be sustained are as follows:

1. A combination of workmen to bring about the employment of members of their organization exclusively in their industry throughout an entire community is unlawful.
2. The facts establish a combination to cause strikes against customers of complainants for the purpose of preventing the sale of their products as long as they remain open shops, and is, in effect, a secondary boycott of the complainants, which is unlawful.
3. Sympathetic strikes are unlawful.
4. None of the acts can be justified as competition in the sale of merchandise.
5. The mere act of refusing to work upon or handle given materials is illegal, when it is a part of a combination to restrain trade and injure business.
6. The combination presented is contrary to the general business law of New York, and contrary to the federal statutes.
7. There was urgent need for a preliminary injunction.
8. Relief asked for in this suit has not and will not affect arbitration agreements.
9. It is no defense to allege that the complainants are a trust.

Notwithstanding the bringing of these two actions as enumerated, it seems that Louis Bossert & Son, large lumber and millwork house of Brooklyn, who operate an open shop, have of late also suffered similar action on the part of the labor unions directed against their customers. As a result, Louis Bossert & Son appealed to the court for relief and the Supreme Court granted a temporary injunction, which will come up for final hearing on Nov. 21. The Bossert case is practically along the same lines as that of the A. J. Newton Company, and grows out of an effort on the part of the unions to prevent the use of open-shop woodwork and trim through the calling of strikes on buildings where such work is being used. It seems likely, from the similarity of these cases, that the court will grant a permanent injunction in the case.

The injunction issued in the Newton case enjoined the "defendants, their attorneys, agents, servants, associates, confederates and all persons acting in aid of or in connection with them, or any of them, from conspiring, combining, or acting in concert in any manner to injure or interfere with plaintiffs' good will, trade, or business, for the purpose of coercing them to employ union labor, either, first: By sending to any customers or prospective customer of plaintiff any letter, circular or communication printed, written or oral, which in terms or by inference suggests that labor troubles will follow the use of materials purchased from plaintiff, or from any person, firm or corporation declared 'unfair,' or whose material does not bear the

union label, meaning plaintiff thereby, or, second: By ordering, directing, requiring, or by compelling by any by-law, rule or regulation, or any act thereunder, any person whatever to refrain from or cease working for any person, firm or corporation because they use materials purchased of or furnished by plaintiff or by any person, firm or corporation, declared 'unfair,' or whose material does not bear the union label, meaning plaintiffs thereby; but nothing herein contained is to be construed to prevent peaceful strikes except those directed against customers or prospective customers of plaintiffs for the purpose of injuring or interfering with plaintiffs' good will, trade or business.''

Results obtaining in these cases are of vital interest to the principle of the open shop in the millwork trade, as well as to combinations between labor unions and certain other classes of mill-workers who operate union shops, and are desirous of forming coalitions with the unions at the expense of other manufacturers holding to the open-shop principle. The decisions and results are therefore of tremendous importance to that branch of the lumber trade.

Steel vs. Wooden Passenger Cars

FOURTH PAPER

SOURCE OF THE STEEL CAR CRAZE

A Washington correspondent, in the Buffalo Evening News, alleges that the introduction of all-steel cars apparently was induced by a concerted attempt to secure national legislation compelling railroads to change their equipment to this type of car. The fact that this movement would result in a great advantage to the steel trust has led to the charge that it has ''artificially'' stimulated this legislation, and the matter is creating the liveliest interest among railway officials. The writer claims that all the materials entering into steel cars, whether produced by the Pullman Company or others, are supplied solely from steel trust plants, which in all ways encourages the demand. He says that the recent shake-up in the Pullman Company is attributed largely to the charge that officials of the Pullman Company are interested to a considerable extent in steel plate production.

The writer also states that it is charged that a similar state of affairs exists in the Harvester trust, which was organized by George W. Perkins, then with J. P. Morgan & Co., and chairman of the finance committee of the steel trust. It alleges that the Harvester trust has paid excessive prices for its steel work, which supplanted wood for many purposes.

Placing of Order Denied

The Chicago Record Herald on Oct. 28 announced that ''the Illinois Central Railroad yesterday through its president, Charles H. Markham, placed an order for 115 large all-steel cars. This contract calls for the expenditure of $1,500,000, and provides enough all-steel cars to equip every through train on the system running on the main line with the wreck-proof cars.''

This newspaper article recited the details of the large size and character of the steel cars, etc. It further announced that the Illinois Central was the first railroad voluntarily to equip its main line trains, through and local, with steel cars.

HARDWOOD RECORD has the authority of E. C. Cowgill, assistant to President Markham, that this alleged order for steel cars for the Illinois Central has not been placed, but that the company has only been negotiating for the purchase of some cars. Mr. Cowgill states that the company at present is buying materials of all descriptions only from hand to mouth.

Confession of Weakness of Steel Cars

During the last week the Baltimore & Ohio Railroad system is out with a display advertisement in metropolitan newspapers, announcing the inauguration of its new all-steel passenger cars, which have been placed in service on through trains between New York, Philadelphia, Baltimore, Washington, Pittsburgh, Chicago, St. Louis, Louisville and Cincinnati. The advertisement states that these cars, by reason of different construction, are not affected by changes in weather, and are superior to any previously constructed. It states further that the interior trimmings are of mahogany, and that the construction permits a uniform temperature, insuring the comfort of passengers.

This announcement is certainly a confession that previously constructed steel cars did not afford comfort to passengers. The announcement further enlarges on the fact that the ceiling and lower paneling are of non-conducting fireproof material, but it says nothing about the weight of the cars, or the safety that would accrue to passengers in the event of a wreck.

Individual Experiences With Steel Cars

A prominent Memphis lumberman dropped into HARDWOOD RECORD office a few days ago and observed: ''Did you ever ride in a steel sleeper on an eighteen-hour train from New York to Chicago, with a loose bolt rattling over your head the entire distance? Well, I have, and I haven't slept a wink since I left New York.'' Another man writes that his personal objections to the Pullman car built of steel are that in the winter the cold simply goes right through a car, and while one freezes on one side, he may be comfortable on the other. He says that it almost makes him feel like going into a jail when he enters one of the Pennsylvania railroad cars. He says, also, that there is an unpleasant odor from the interior finish of the car, which he says he is told cannot be overcome.

Report of Interstate Commerce Commission on the Fort Wayne Wreck

The Interstate Commerce Commission, through H. W. Belknap, chief of the Division of Safety Appliances, is out with a report on the accident that befell the all-steel-car Pennsylvania Special, eastbound at Fort Wayne, Ind., on Aug. 14. This report is a technical one and deals largely with faulty track construction, insufficient orders to engine men and conductors, to insure the protection of the train, and a report of the testimony of the railroad employes that survived the disaster. The report criticises the company seriously for negligence, and alleges that the accident occurred by reason of track changes with which employes were not familiar, and by reason of failure to issue ''slow speed'' orders covering these new sections of track. The report notes: ''The entire equipment of the train, with the exception of the dining car, was of all-steel construction. The dining car was equipped with non-telescopic ends. The speed of the train was so great, and the impact of the colliding engines so terrific that the head engine on the passenger train, as well as the freight engine, which was fouled, was turned completely around. Several of the six-wheel trucks were torn from the cars of the passenger train and buried entirely in the rock ballast of the roadbed, while three of the cars on this train were torn entirely from their trucks and landed at the foot of the embankment.''

Here is the remarkable feature of the report: ''Had the cars on this train been of the wooden construction commonly used, they would undoubtedly have been crushed to pieces and telescoped by the impact, causing a frightful loss of life. To the all-steel equipment can undoubtedly be attributed the fact that not a passenger lost his life and only one was seriously injured.''

It might be up to Mr. Belknap to explain his deductions, in view of the fact that the larger number of passengers on the

train at the time of the wreck were at dinner in the wooden diner, which was the only one of the three head cars of the train that was not badly wrecked. Isn't it possible that even some government officials "have been seen" by the steel trust?

Change of Attitude of Interstate Commerce Commission

In a previous article on this subject, the drastic attitude of the Interstate Commerce Commission enthusiastically favoring steel cars for all passenger service has been recited. Commissioner Clark of the Interstate Commerce Commission is the authority, in a letter of recent date, for the statement that the commission expressed approval in response to a request for an opinion from the Interstate and Foreign Commerce Committee of the United States on the subject of sundry bills that had been introduced looking to the adoption of steel equipment for passenger train service.

Commissioner Clark is still inclined to the view that in accidents like the Fort Wayne wreck, fatalities and injuries to passengers are materialy less than they would be in trains of entire wooden construction. His observation leads him to believe that in cases of collision or derailment at high speed, fatalities and injuries occur principally from telescoping of cars, and from the stronger car sheering off and crushing the superstructure of the weaker car. Commissioner Clark alleges that he does not wish it to be understood that his views or the views of the Interstate Commerce Commission on this subject are conclusive, but personally he is in favor of whatever class of construction affords the highest degree of safety to passengers, and he believes this type of equipment should be adopted and employed in passenger train service.

Recent Decision of Supreme Court

On Oct. 30 the Supreme Court of the United States handed out a unanimous opinion, which foreshadows the complete control of all railroads in the country by the Interstate Commerce Commission, and virtually eliminates the control of state railroad commissions. The court held that hereafter all locomotives, cars or other equipment on any railroad, which is a highway of interstate commerce, must comply with the federal safety appliance act. Compliance with this federal law is held by the court to be compulsory on all railroads engaged in the transportation of persons or freight from one state to another. Further it is held that the cars or equipment of such railroads, even if engaged in such transportation within the confines of a state, must be considered as part and parcel of the road, and therefore completely under the jurisdiction of the federal commission.

Members of the Interstate Commerce Commission, who have been embarrassed on numerous occasions by clashes of authority with state commissions, are jubilant at the ruling of the Supreme Court. Commissioner Franklin K. Lane declares it means eventually that there is to be no dual control of interstate carriers.

This decision has a very important bearing on the pending legislation, making it obligatory for railroads to employ all-steel passenger cars in lieu of wooden cars with steel under-frames. It will be necessary to put up a fight for a square deal for the wooden car before Congress and the Interstate Commerce Commission, rather than to have to carry it through the legislatures of numerous states.

It is timely and important that plans should be made to justly present the claims for safety, efficiency, economy and comfort of the wooden car on steel under-frame, that the majority of competent railway authorities believe to be the best type of passenger equipment that has ever been devised, and to forcefully oppose legislation that make obligatory the introduction of the ultra modern type of all-steel death-traps that the steel trust is apparently attempting to foist on the public.

Letters Having Important Bearing on the Question

The Chicago, Rock Island & Pacific Railway Co.

Chicago, Oct. 27, 1911.—Editor Hardwood Record: Replying to yours of October 24, I have to say that while the Rock Island lines have probably a larger percentage of steel passenger equipment than any other road in the West, I am not prepared to give a definite opinion as to its utility, and I certainly could not [illegible] on the subject would be decidedly premature as it has not yet been sufficiently tried out to determine whether it is all that could be desired. In fact, many defects have developed that were not at first thought of. Yours very truly,

H. U. Mudge, President.

Chicago & North Western Railway Company.

Chicago, Oct. 27, 1911.—Editor Hardwood Record: In reply to your letter of the 24th inst. in regard to steel cars.

The North Western Railway Company already has twenty-five per cent of its passenger equipment steel. We believe, eventually, it is going to be the standard, account of economy in construction, life of service and additional safeguard, but we think it is something that the railways should be allowed to adopt voluntarily from time to time as their finances permit rather than that they should be coerced. Yours truly,

W. A. Gardner, President.

The Cincinnati Union Depot and Terminal Co.

Cincinnati, Oct. 26, 1911.—Editor Hardwood Record: Your note of the 24th instant, asking my opinion of the steel car, is at hand.

I have taken considerable interest in this subject, inasmuch as I spend from one to two nights every week in a sleeper. I am not at all satisfied that the Pennsylvania made a wise move in substituting steel passenger equipment for the old cars. If the steel car is adopted, I think it will be through a process of evolution, which will eventually develop a car equally as desirable as the present wooden cars.

The new cars of the Pennsylvania are not nearly as artistic, and after a car has run for a period and gets out of plumb a little, it rattles. It does not keep out the cold, and is particularly noisy when passing over a bridge, where metal meets metal.

I have not thought about the hygienic side, but the car that you can not keep warm is not desirable.

As to the safety question, I think this is still a debatable question. Where bad accidents have occurred, it has not been particularly because the cars were frame.

I cite the Chatworth wreck—Niagara Falls excursion in 1888, about ten miles east of Forest, Ill. In that instance there were thirteen cars in the train, six sleeper, and the balance day coaches, baggage car and the private car of President Leonard next to the engine. President Leonard's car was not jammed, but the day coaches were caught between the weight of the six sleepers and the engine ahead, which went through a bridge and was literally ground to pieces, with eighty-seven killed and some one hundred and fifty injured. The records of the cars showed that they were between twenty and thirty years old.

The introduction of steel sleepers would only make the weight in the rear heavier, and emphasizes the point I am trying to bring out.

My whole analysis of it is that steel cars will be adopted eventually, because they will be cheaper than frame, and this is about the only excuse that could be offered.

In speaking with one of the Pennsylvania officials not long ago I was told they were very much disappointed in their steel car equipment, and at best they must go through an evolution of development to reach the same state of perfection that had been obtained with the frame cars.

Yours very truly,

John E. Bleekman, Vice-President

The Chesapeake and Ohio Railway Co.

Richmond, Va., Oct. 25, 1911.—Editor Hardwood Record: This company is now operating eight all-steel cars between Cincinnati and New York, via Pennsylvania Railroad from Washington. In more recent orders, however, both for the Chesapeake and Ohio and Hocking Valley Railways, we have purchased steel under-frame coaches, built by the Pullman Company, and which we think are possessed of equal strength as those of all steel construction. Yours truly,

George W. Stevens, President

The Wabash Railroad Co.

Chicago, Oct. 30, 1911.—Editor Hardwood Record: The Pennsylvania Railroad went into the all-steel car because, with the danger of short-circuiting electric currents in an electrically operated tunnel, there was danger that wooden cars might be burned up. A horrible accident happened in Paris a number of years ago in this way. This reason and this only forced them to adopt an all-steel car. They have already found very serious difficulties in connection with the operation of them, and other railroads in this country are going into the matter much more slowly. Undoubtedly the steel under-frame car or wooden under-frame car strongly reinforced with steel, has come to stay; but such a car is quite as strong as an all-steel car. In other words, the body of the car, the upper framework, etc., adds nothing whatever to the strength of the car.

It has already been learned that the all-steel car is hotter in summer and colder in winter than the wooden car. There is a general impression that wooden cars are structurally weak and that when in a train with steel cars would soon be crushed. This, like most other general statements, is incorrect. There are wooden cars and wooden cars, in other words, some woden cars are much stronger than others, and a thoroughly well-built wooden car with eight sills, especially one where the sills have been reinforced, is as strong structurally as any steel car. The writer knows of a case within the last year where a train of steel Pullman cars was in a collision with a train of wooden cars and one of the wooden cars telescoped [illegible] two-thirds of the way through the steel car

The strength of the car lies in its sill platform construction; and thus far there has been no way discovered of preventing one car in an accident from telescoping another, provided the conditions of the accident are such as to make one car ride up over another. The case I have cited of a wooden car telescoping through a steel car—is in no way derogatory to the steel construction; but if the reverse had happened, people would have said that it was because of the wooden construction being weak.

The explanation is that the under-framing of the car is so strong, either in a well-built wooden car or a steel car, that the top portion can not possibly resist the telescoping under the conditions I have suggested.

The subway and elevated trains in New York have adopted an anti-telescoping device which is very simple, and which I hope can be adapted to steam railroad practice. If it can, it would go a long way towards protecting trains against the worst form of accident known. The writer (as well as other railroad men) is working on this subject.

Hoping the information I have given you will serve your purpose, I am,

Yours very truly,

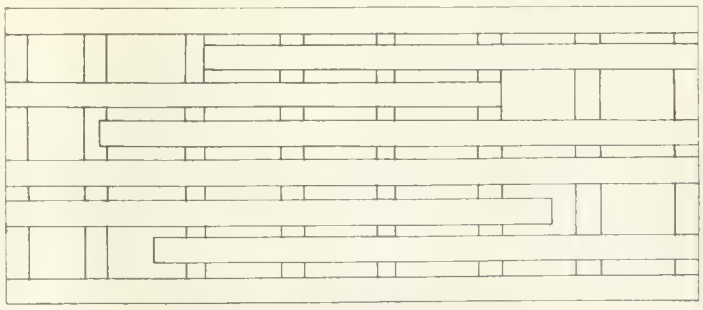
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Tips to the Trade

PILING MIXED LENGTHS

Anyone in the lumber business will readily admit the importance of proper piling, and yet it is not an uncommon sight to see, in the yards of some up-to-date millmen, lumber piles with rear ends that are irregular and awry. There is more of this ragged piling of mixed lengths in hardwood than in pine, for the reason that pine dealers usually trim all their stock to two-foot lengths, so that there is not so much variety involved in sorting for length to make even piling. Among hardwood mills, however, more care is exercised in sorting, to have the longer length stock piled evenly.

In piling the shorter lengths, different sizes are often put in the same pile, which causes some boards to project a foot or more. This not only gives the pile a bad appearance, but exposes the ends to the weather, and they become season-cracked, warped and twisted and will droop in drying until the boards are badly damaged beyond the inside piling strips.



SUGGESTED METHOD OF PILING

It does not seem to occur to many manufacturers that it is practical to pile short lengths without making the back end of the pile uneven. Sometimes an effort at orderliness is attempted by piling the longer stock at the bottom and loading the shorter pieces on it. This may be some improvement over indiscriminate mixing, provided it is carefully carried out, and there are cross sticks and foundation sills enough to support the piles, so that the short lengths on the top will not cause the longer lengths underneath to sag between the supports.

It should be practical to pile short lengths, and even mix them in the pile, and keep both ends of the pile straight. It is simply a matter of care in building a pile foundation and using the crossers in placing the lumber. The best plan is to make the back a face end as well as the front and take the same care in making it even. The foundation should be large enough to carry the longest lengths in this mixed stock, and enough supports should be provided for one under every tier of piling strips. The best foundation would be concrete piers and substantial hardwood timbers for supports. Concrete foundations are practical and economical.

It costs a little more to build foundations for this kind of work, and takes a little more time to do the piling, but after looking at a few ragged piles, it will not be hard to convince one that the saving in lumber will more than offset the difference in cost.

HARDWOOD YARD MACHINERY

Neither the hardwood manufacturer nor the hardwood yard man will be likely ever to use wood-working machinery as extensively as the manufacturer or dealer in pine. There is not the need for it. Most hardwood lumber is better sold rough, for the reason that it gives the consuming manufacturer the benefit of the freshness of the face wood for finishing, and often this amounts to more than the additional cost of freight involved in shipping rough lumber as compared to dressed stock.

The hardwood yard man, however, often finds it advantageous to use machines, but the usual equipment is not extensive. It may include a trimmer, a rip-saw or side edger, or both, a double surfacer and a resaw with beveled siding attachment. Of course, if one makes a feature of dimension stock, it necessitates additional machinery. That, however, properly is an industry in itself, the subject herein presented being machinery that may be used to advantage in the hardwood assorting yard.

Sometimes one machine, the trimmer, will suffice. It is much better to cut off the bad ends of stock by passing it over the trimmer before shipping, than to mark the size and leave the trimming to the buyer. It makes the stock look better, and there is a saving in freight that will often reimburse one for the expense of using the trimmer.

It is practical also to employ the trimmer to raise lumber to a higher grade by trimming, especially if the lowering defects are near one end. This method of raising the grade should make the trimmer pay a profit, where there is enough work of the kind to justify its use. In rehandling untrimmed, small mill product the trimmer is especially commended.

There is some question as to the wisdom of trimming hardwood lumber fresh from the saw—whether it would not be better to season it before trimming. The best time to trim and grade, and know that the work is finished, is when the lumber is shipping dry. This will demonstrate the utility of the machine in a lumber yard.

As a companion piece to the trimmer, the side edger or rip-saw naturally suggests itself. It is not only a great convenience in reducing stock to special dimension to fit some order, but it also may be used as a means of raising its value by ripping off a defect on the edge of a board. Besides, there always is some stock about the yard that should be ripped and cross-cut to make it readily marketable. Some of it becomes spoiled by season checks, or from other causes until it has little market value; still, it may have good material in it that can be worked out in small dimensions, and made to bring a compensating price.

An ideal equipment for hardwood lumber yards would be a trimmer, swing cross-cut saw and a heavy type of rip-saw (a side edger or a table saw with extension tables front and back to support the stock). Such a rig would not be expensive and might be located at a convenient place in the yard, and preferably driven by an electric motor. In the country yards, however, small gasoline engines might be used advantageously.

Where poplar, gum, or cottonwood is being cut, and there is a trade for bevel siding and other structural lumber, the yard machinery equipment may be enlarged to include a planer and resaw. This would enable the yard man to make beveled siding

and other material, and would put him in position to turn out box shooks, crating stock, and other material that might be marketed advantageously. It might also be found profitable, in view of the increasing use of hardwood in interior trim and millwork, for a yard to cultivate this trade by installing more elaborate planing mill equipment, and manufacture casing and base and a full line of interior trim.

Regarding this special millwork line, it is quite evident that the hardwood yard man must give more attention to machinery equipment that will enable him to put his lumber in better shape, raise the grade of some of it here and there, and make a better use of his product and get more money for it than is obtainable through shipping it out straight, rough, or in whatever condition it happens to be. The age of discrimination in hardwood has been reached, and to discriminate properly in putting up lumber calls for the use of more or less yard machinery. The exact amount and kind of machinery depends materially, of course, on the location and the trade the yard man is catering to.

SELLING LOG-RUN STOCK

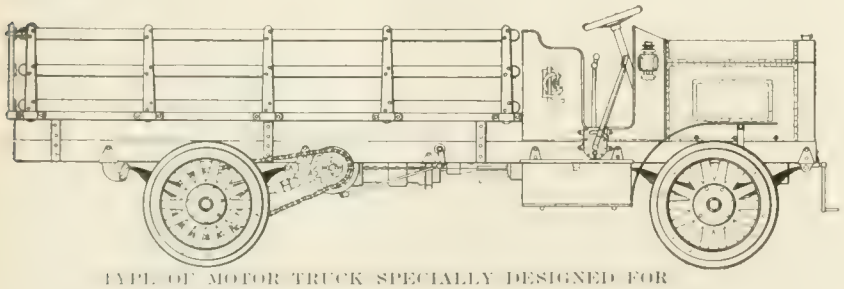
A prominent hardwood manufacturer advises his selling representatives that "selling log-run stock is a good deal like selling a man a house without plans or specifications, and that the term at its best is as indefinite as the word hat, as one may be worth fifty cents and another ten dollars." He advises his representatives that on future log-run lumber orders they can make sales with a guaranty as to the percentage of common and better contained therein. Thus they will not be taking chances of displeasing their trade, which constitutes an unprofitable and unsatisfactory transaction.

It is the belief of this shipper that a definite understanding as to what the log-run stock will show in grade should be made, and the facts should be covered thoroughly. On the present basis of log-run sale and purchase it is a gamble on the part of both seller and buyer. The shipper is in better position to assure his customer what his log-run stock will show in grade, than the buyer is to gamble on what it will show.

Motor Trucks in Lumber Delivery

Jobbers and manufacturers in many lines of trade have awakened to the essential value of the motor truck in making deliveries. Perhaps the lumber trade has not been as alert to take advantage of this new system of delivery as those in other lines, but it may with safety be stated that the time is near at hand when lumber and flooring dealers, sash, door and blind manufacturers, and general remanufacturers of lumber in city areas cannot afford to overlook this modern type of vehicle, at least as an adjunct to their present equipment of teams and wagons.

Consider, if you will, the profitable trade extension rendered possible by the use of a motor truck. A good type of motor truck, by reason of its greater speed and low cost of operation, will take the place of from three to four two-horse teams, and enable the lumberman to make deliveries in a scattered and widely-spread-out area of territory, at one-half to one-quarter the cost of delivering lumber by team. The lumber dealer can, by the use of motor trucks, not only very much widen his field of distribution, but secure new business at long distances from his yard or plant, on a more profitable basis than is possible from his near-by business when making deliveries by teams. These are demonstrable facts.



TYPE OF MOTOR TRUCK SPECIALLY DESIGNED FOR

Motor trucks are among the most substantial improvements of a practical character, and practical because they combine utility and economy. The phenomenal use of automobiles for business and pleasure, and their recognized value for both these purposes, is a matter of history. The horse has been replaced by the motor car for reasons so plain that no explanation is necessary. Better roads have been brought about by the incursion of this type of vehicle.

The motor wagon is coming into use with just as much rapidity as originally came the automobile. There are many forms of motor-truck construction, and in the evolution the ability to meet the wear and tear at the lowest cost of operation and maintenance will determine what makes will secure popular approval.

Differing from the motor car, the motor truck is becoming a commercial necessity, and hence is being bought on a business basis. Among the expert and careful builders of a truck specially suitable for hauling lumber and other bulky commodities is the type manufactured by the Longest Brothers Company, Inc., Louisville, Ky. While the builders of this truck are young men, as automobile history goes, they have long experience in their line of trade. The two brothers, the principals in this institution, were manual training school graduates before going into the automobile business, and were wholesale handlers of several standard types of touring cars before they engaged directly in the manufacture of automobiles. They manufacture trucks suitable for all lines of traffic, which are of their own design, and were a subject of experimentation for two years before being placed on the market. These motor trucks are built in three- and five-ton sizes, and if the purchaser desires, on his own specification as to body. These particulars do not affect the standard character of the vehicle for proper strength and durability.

The Longest Brothers' motor trucks are especially suitable for the handling of commodities like lumber, brick, coal, iron, stone, etc., and meet the current demand for motors with plenty of power, speed, durability, economy in operation, and hence low cost of maintenance. This house is so well informed concerning the best type of motor-car building that, once learning the requirements of the trade, it guarantees to construct a body to meet the entire requirements of the buyer. The lumber trade will be especially interested in knowing this fact.

Pictured in this article are two types of motor trucks made by the Longest Brothers Company, Inc. One, by reason of its long wheel base, is especially suitable for lumber delivery, and the other is a special type of tank car employed by the Standard Oil Company.



TYPE OF MOTOR TRUCK DESIGNED FOR STANDARD

Full information about the various types of motor trucks manufactured by the Longest Brothers Company, Inc., can be secured by addressing them at Louisville, Ky.

A Polemic on Poplar

It may seem hardly necessary at this stage of the history of poplar to undertake to say anything new about this sterling wood, but right now a discussion of the economic and enduring qualities of various types of American forest growth is pertinent.

Poplar has the peculiar distinction of being one of the chief types of wood, the qualities of which appealed to the pioneers of the sections where it abounded, as being of especial value for a great variety of purposes. In eastern Ohio, which was a dense hardwood forest in the early part of the last century, which was settled by Hicksite Quakers, who had emigrated from eastern Pennsylvania, poplar became the favorite material for the building of the houses, barns and in fact constituted the favorite wood from which was hewed out everything from cradles and chopping bowls to the coffins of the dead. At this time many thousands of feet of the finest black walnut, hickory, white ash, white and red oak and chestnut were cut down and burned to clear the lands for agricultural purposes. Straight-grained black walnut and chestnut logs were split into fence rails, and many farms in that section have these rails on them today in a good state of preservation. The great poplar trees were largely cut and scored for building purposes.

In those days it was customary to hold what were called "barn raisings," when all the neighbors and friends flocked in to assist in the raising of the barn frame, which was of tenon, mortise and pin construction, thoroughly braced. In default of rope and tackle, these pioneers used poles thirty or forty feet long, and put the heavy timber in place by main strength and awkwardness. Three to five men worked at each pole. It required thirty to sixty days to hew the timber for the frame of a big barn. The settlers for miles around welcomed the invitation to come to the raising, and it often took from sixty to one hundred men to raise a barn. The work was done in a day, but it was the hardest kind of labor. The men did not expect nor receive any pay for their services, but the host's womenfolks provided the best dinner and supper for the workers that the land afforded.



A TWENTY-FIVE YEAR OLD SPRUCE TREE GROWING ON FALLEN BOLE GIANT POPLAR, EASTERN TENNESSEE. HEART-WOOD OF WHICH IS ENTIRELY SOUND.

Pictured in this article are three old Mahoning county poplar barns, located near Sebring, Ohio. The Pussy Wise barn was built in 1850 from timber cut and scored from the farm on which it now stands. The Taylor barn is located in the same farming community and was built in 1848, while the Middleton barn in the same locality was built in 1842.

The poplar timber from which these barns were built was from six to eight feet in diameter, with a height well towards one hundred feet to the first limb. The frames were of yellow poplar as well as the siding, which was made from whip-sawed inch boards, planed by hand. None of the barns has ever been painted or whitewashed, and the materials of which they are built are still sound and have every indication of being able to withstand the elements for another century.

The first roof on the Pussy Wise barn was rived out of chestnut bolts and lasted over thirty years. The second roof was of white pine and lasted eighteen years. The present roof is of California redwood shingles put on last year.

To emphasize the longevity of yellow poplar, a picture is shown in this article of a spruce tree apparently twenty-five years old, growing on top of the bole of a fallen giant poplar, that has evidently been down in the deep cove of the eastern Tennessee mountains for fully a half century. Testing this fallen poplar with an ax shows the thin sap to have entirely disappeared, but the heart-wood is sound, yellow and as free from rot as when it fell. This photograph was taken by the writer in Sevier county, Tennessee, last June.

To show that virgin yellow poplar timber still is not an unknown quantity in the timber growth of this country, there is pictured a carload of poplar logs that was received at the veneer plant of C. L. Willey at Chicago last week, which was purchased from Robertson & Cassidy of Spencer, Ind., who cut the trees near Parsons, Decatur county, Tennessee, about fifty miles east of Jackson. The dimensions of these logs are marked on the ends. It will be noted that there are five twelve-foot logs, ranging in diameter from forty-eight to fifty inches, and four ten-foot logs, ranging from forty-seven to fifty inches. The sap, less than an inch in thickness, is plainly discernible in the photograph. The total log scale of this carload of poplar is 12,507 feet. Every log is sound, clear to the heart, and absolutely surface clear. Mr. Willey will manufacture them into rotary-cut one-eighth inch panel stock, but in a sawmill they would produce a very handsome lot of panel and No. 1 stock.

Poplar occupies a peculiar distinction in wood growth. While classified as a hardwood, in reality it is the happy medium between the softwood coniferous and broad-leaved hardwood growth. In reality it is a softwood, but its peculiar qualities render it particularly desirable for a very wide range of uses. It has been the panel material utilized almost to the exclusion of all other woods for carriage and car building for many years. Up to a few years



THE TAYLOR POPLAR BARN IN MAHONING COUNTY, OHIO, BUILT IN 1848



THE MIDDLETON POPLAR BARN IN MAHONING COUNTY, OHIO, BUILT IN 1842.

ago, when it was supplanted by other and cheaper woods, it was the favorite coffin and casket material. It occupies no inconsiderable place, and has for more than a century in furniture making. Over a large range of territory it constitutes the favorite material for siding, cornice and corner boards on account of its well-known ability to hold paint and withstand the weather. For inside finish where paint or enamel is applied, it is the peer of any wood that grows, since its grain will not rise, and it is entirely free from gum or oily chemicals of any character, and holds its finish indefinitely.

In size, poplar timber averages the largest of any type of American forest growth save the redwoods of the Pacific coast, and its percentage of clear lumber is higher than that of any other variety. Poplar still remains a surprisingly low-priced wood considering its many surpassing qualities.



THE PUSSY WISE POPLAR BARN IN MAHONING COUNTY, OHIO, BUILT IN 1850. THE BUILDER, HIS SON AND GRANDDAUGHTER IN FOREGROUND



A CARLOAD OF SIX HUNDRED YEAR OLD POPLAR TIMBER RECEIVED LAST WEEK FROM DECATUR COUNTY, TENNESSEE, AT C. L. WILLEY'S CHICAGO PLANT.

The Mail Bag

B 111 - Seeks Soft White Oak Dimension

New York, Oct. 24. Editor Hardwood Record: We are continually in receipt of export inquiries for white oak dimension both plain and quartered. These bills call for white oak of a good log quality and the grade of plank in manufacture. We would be glad to ally ourselves with some good mill or mills that are sawing the quality of log above noted and would pay for stock as it is loaded on cars. You could assist us materially by naming us such mill in Tennessee, Kentucky, West Virginia or Indiana as you think would be obtain our proposition.

The above letter is from a foremost New York exporter and importer, and we have written him a letter showing the range of growth of the type of white oak that he seeks. Have also supplied him with a brief list of oak manufacturers who would be likely to entertain a proposition from him. Any others who would like to get in communication with this buyer can have the address by writing us and referring to B 111. — Editor.

B 109 Wants to Market Alaskan Spruce

Ketchikan, Alaska, Oct. 27. Editor Hardwood Record: We are looking for a market for clear spruce, having now some 300,000 feet in our yard running from molding strips up to 14 inch wide in 4-4 and 8-4 stock. Could make a good deal up into 4 and 6 inch bevel siding or ceiling. Would prefer to sell in the rough. How is the market and demand in Chicago for this kind of lumber?

Thanking you for any information you can give us, we remain,

Ketchikan Power Company.

If any of our readers are interested in placing an order for Alaskan spruce, here is their chance. This company's letter head shows that it is a manufacturer of lumber, boxes, moldings and shingles. — Editor.

B 112—The Best Mahogany Mill

New York, Oct. 30. Editor Hardwood Record: Can I trouble you to tell me where I can see the most up-to-date mill in the country for the production of mahogany lumber and other fine cabinet woods?

The writer of the above letter has been advised that the most up-to-date mill in the

country, in the opinion of RECORD, for the production of mahogany and other cabinet woods, is that of the Astoria Veneer Mills & Dock Company, Long Island City, New York; that other plants of high type for mahogany lumber production are those of the C. C. Mengel & Bro. Company, Louisville, Ky.; Otis Manufacturing Company, New Orleans, La., and C. L. Willey, Chicago. EDITOR.

B 110—Seeks Applewood

New York, Oct. 24.—Editor HARDWOOD RECORD: We have been carefully going through the advertising sections of HARDWOOD RECORD to find some one who handles applewood. So far we have been unsuccessful. Can you give us the names of some concerns who handle this kind of wood here in the East? Any information you can give us in this line will be greatly appreciated.

MANUFACTURING COMPANY.

The foregoing letter is from a wood novelty concern in the Metropolis, and it has been given a list of a half-dozen concerns that have advised us within the last year that they are producers of applewood. Any others interested can have the address by writing us and referring to B 110.—EDITOR.

B 113—Another Eucalyptus Promotion Company

Chicago, Nov. 2.—Editor HARDWOOD RECORD: Can you give me any information about the Eucalyptus Timber & Milling Company of New York City?

HARDWOOD RECORD has no specific information about this concern save that communicated by commercial agencies, which allege that Oliver S. Presbrey is president and the company has offices at 256 Broadway, New York City. It is stated that the company is not yet ready to give out any particulars, pending its investigation of timber lands in California on which the company has an option.

According to general advices this concern was incorporated about five years ago with an authorized capital of $100,000, which shortly afterwards was increased to $150,000. The company was organized for the purpose of "buying up, cultivating and cutting eucalyptus wood and selling to consumers." It is understood that $55,000 of the capital stock has been placed, but the company is holding up operations until it investigates conditions, to determine whether there is a sufficient demand to justify an investment of $150,000 in this company. It is mentioned that California eucalyptus is rather soft and grows too fast, and its raising is believed by local lumber authorities conferred with to be somewhat of an experiment.

From all evidence at hand it is apparent that this institution is one of the series of eucalyptus promotion companies which for several years have sought to market their stock and securities. It is alleged that Horace G. Robinson, who has quite a record as a promoter in financial and investment circles, was one of the prime movers in this institution. It is not believed that anyone associated with the enterprises possesses any specific knowledge of tree-growth or growing eucalyptus commercially. It is said that the company has unloaded Robinson, and will indulge in no more stock selling until the principals satisfy themselves what there is in eucalyptus growing.

HARDWOOD RECORD'S opinion of even the best of these California eucalyptus schemes has heretofore been discussed exhaustively in these columns.—EDITOR.

B 114—Wants Cheap Table Tops and Turned Table Legs

Owensboro, Ky., Nov. 6.—Editor HARDWOOD RECORD: Can you advise us of someone who can supply us with 24"x26", 24"x42" and 24"x48", ⅞" thick, smooth sanded one side, smooth planed on other side, and smooth sanded on edges? If made of more than one piece, must be securely tongued, grooved and glued. This stock would be preferred in white birch, but can be used in maple or birch. They are to be used for the purpose of making cheap table tops.

We are also looking for a carload of turned table legs 2½"x2½"x30" made out of any kind of sound hardwoods.

— & Co.

The above correspondent has been given the names of several concerns which would likely be interested in this order, and any others wishing it can have the address by writing HARDWOOD RECORD and referring to B 114.—Editor.



Memphis Club Secretary Resigns

When the next meeting of the Lumbermen's Club of Memphis is called to order, Nov. 11, J. R. McFadden will assume the duties of secretary and treasurer, succeeding James R. Blair, who found it necessary some days ago to tender his resignation to President Stark. Mr. McFadden was the unanimous choice of the members of the club when the resignation of Mr. Blair was made known. He is local manager for the Paepcke-Leicht Lumber Company and has been prominent in club work during the last few years, having served on a number of committees and otherwise interested himself in the affairs of the organization. The resignation of Mr. Blair was necessitated by the coming removal of the offices of the L. H. Gage Lumber Company and the Crittenden Lumber Company from Memphis to Earl, Ark. Mr. Blair has been manager of these offices for several years, but the management has decided that it will be advantageous for him to be at the mill of the Crittenden Lumber Company at Earl, where also are the offices of the Crittenden Railway Company. Mr. Blair was elected secretary and treasurer of the club last winter and has rendered very efficient service. The members generally express regret at his leaving.

At its meeting last Saturday, when these changes were made, the club ratified its previous action indorsing the Lumbermen's Club of Grand Rapids, Mich., in the petition filed by the latter with the Interstate Commerce Commission against the alleged unfair estimated weights on carload shipments of lumber. The club took action on this subject during the summer. The river and rail committee brought to the attention of the members Saturday the fact that one club had refused to indorse the Lumbermen's Club of Grand Rapids on the ground that this petition was antagonistic to the railroads. The entire subject was brought before the club and reviewed at some length, but in the end it was decided that the argument that the petition was against the railroads did not appeal to the members and the previous action was allowed to stand. It was pointed out that the Lumbermen's Club of Memphis has often found it necessary to lock horns with the railroads, but that in all of its contests with them it has shown a spirit of fairness which, in view of the matters at issue, has made its relations with the railroads unusually pleasant.

The report of the baseball team of the club was made by C. W. Holmes and, while it failed to show that the team had been very successful in its contests with rival organizations, it had been very much more fortunate in its financial affairs, having a fair balance to its credit at the end of the season.

The attendance at the Saturday meeting was large. The usual luncheon was served. James E. Stark presided.

A number of visitors were present, among them A. B. Kile of Kile & Morgan, Providence, R. I., and A. Temple Dobell of England. Both made brief talks in very happy vein.

The Premier Product of a Foremost Veneer House

One of the foremost and most enterprising veneer manufacturing institutions in the United States is the Ohio Veneer Company of Cincinnati. This house is an importer of mahogany and fancy foreign woods, and manufactures both lumber and veneers in large quantities, and is also a producer of the highest type of domestic fancy woods into veneers. The company specializes in genuine Poti, Russian, Circassian wood, which it is purchasing through its own buyer and shipping direct to Cincinnati.

At the present time the company has more than a hundred tons of fine Circassian logs in transit. It has recently completed a fine new brick factory in supplement of its former plant, which is now running with a full force. The company's warehouses contain an unusually large and fine line of Circassian, mahogany and other veneers.

The Ohio Veneer Company of Cincinnati this week opened up a splendid specimen of curly poplar from north central Tennessee. The tree gave four logs which scaled a total of 8,000 feet, exclusive of a big crotch and a couple of cuttings from above. The logs were flitched on the company's band mill and then turned into the curliest and most beautiful of satiny, curly poplar.

Situation of the E. Sondheimer Company

The receivers of the E. Sondheimer Company of Memphis, Tenn., are out with a report to the company's creditors, in which they list liabilities to the amount of $731,473.30, and show total assets of $1,437,751.66. The report shows net actual assets in excess of liabilities of $771,999.33.

The receivers allege that the statement has been most carefully prepared by auditors not connected with the company, and the valuation of assets has been made by appraisers appointed by the various courts having jurisdiction over the property in different states, and they have no hesitancy in stating that such estimates and appraisements are most conservative.

The receivers state that it is needless to enlarge on the statement, in view of the fact that it will appear that no creditor will suffer any loss, and that after liquidation of the assets a large surplus will remain for the company.

The organization of the E. Sondheimer Company is intact and its mills are in operation, and its lumber is being sold at regular market prices.

There will be a meeting of the creditors held at the office of the company in the Tennessee Trust building, Memphis, on November 15 at which time a plan of settlement will be submitted for the purpose of liquidating the liabilities of the company and insuring an economical and speedy reduction of the assets of the company to cash.

Not only the creditors of the E. Sondheimer Company but many lumbermen will be much pleased to get this report of the condition of the institution. It has been felt that this company's receivership was permitted for the sole purpose of preventing the sacrifice of assets, and that the institution will be able to pay its debts in full and have very handsome assets remaining.

Important Change at Memphis

The most important change in Memphis lumber circles for some time has just come to light through the announcement of the retirement of W. L. Crenshaw from the Bellgrade Lumber Company, of which he has been president since its organization in 1906, when the interests of Crenshaw & Cathey and Thompson & McClure were merged. He has sold his interest in the company to John W. McClure and T. M. Cathey and purposes later to go into business on his own account, the time and place depending upon his conclusions regarding timber land propositions which he is now investigating. Several years ago A. N. Thompson, of the old firm of Thompson & McClure, sold out his interest in the Bellgrade Lumber Company, the stock being taken over by Messrs. Crenshaw, Cathey and McClure. The two last named have bought the holdings of Mr. Crenshaw and have reorganized the firm, with T. M. Cathey as president and John W. McClure as secretary and treasurer.

The sale of his interest in the company was made voluntarily by Mr. Crenshaw. He made the offer to sell to his associates and they immediately completed the purchase. There has been no ill-feeling engendered by the transfer, the relations between the several gentlemen interested having been and still being entirely cordial. The Bellgrade Lumber Company will continue operations as heretofore. Its plant and timber land holdings are located at Bellgrade, Miss., and at or near Midnight, Miss.

Mr. Crenshaw believes there are larger prospects of profit in a company where there are fewer interested and he is making arrangements for opening a business of his own. He will have offices in the Randolph building for the present. A more definite announcement regarding his plans will be made as soon as they have been more fully completed.

Mr. Crenshaw has been very prominently identified with the hardwood business of this city and section for a number of years and at one time enjoyed the distinction of being president of the Lumbermen's Club of Memphis. He was a member of the firm of Crenshaw & Cathey before becoming identified with the Bellgrade Lumber Company, and he is now a large stockholder in the Memphis Hardwood Flooring Company.

Business Not Interrupted

The fire which destroyed about 2,500,000 feet of flooring in the establishment of the M. B. Farrin Lumber Company recently has not interfered with its business seriously. The day after the fire work was begun on a sectional shed which can be enlarged at will to meet the requirements of the company's flooring business. The financial loss, which was about $140,000, was adjusted fully within three days, and settlement has been made on a large portion of that amount. W. J. Eckman, vice-president of the company, expects a nearer approach to normal business conditions after the first of the coming year.



JOHN W. McCLURE, MEMPHIS, TENN.



W. L. CRENSHAW, MEMPHIS, TENN.

Hardwood Flooring Notes

The plant of the Nichols & Cox Lumber Company at Grand Rapids, Mich., has been remodeled and enlarged and ⅜ flooring has been added to its line. An addition 82x100 feet is being made to its 400-foot lumber shed, which was erected last spring, giving it a holding capacity of 3,000,000 feet.

The American Column & Lumber Company, St. Albans, W. Va., has discontinued the manufacture of columns and is making hardwood lumber, flooring, ceiling and siding.

The Memphis Hardwood Flooring Company's famous "Chickasaw" flooring, an exceptionally fine article, will be sold exclusively by the Barnett Lumber Company in the Birmingham, Ala., territory. This concern, whose plant and mills are at Thirty-fifth street and Fifth avenue, is recognized as one of the best equipped and most extensive in Alabama.

Building developments in the Gulf coast country have assured the success of the hardwood flooring business in that section, especially in southern Texas. Many fine residences are being erected in the larger cities and there is a growing demand for oak and other hardwoods for their floors. In the last few years New York and Chicago concerns have been called upon to furnish the material and do the work, but the demand will soon be supplied by local dealers, as a number are entering the field. The Houston Hardwood Floor Company, representing the Interior Hardwood Company, Indianapolis, Ind., has opened an office and display room in the Scanlon building, Houston, Tex., and has a large assortment of fine parquetry and hardwood flooring samples.

New Philadelphia Lumber House

The Maris & De Witt Lumber Company, manufacturer and wholesale dealer in lumber, 1414 South Penn square, is the latest addition to the list of Philadelphia lumber dealers. The company has made some very desirable connections in the hard and soft wood camps of the South, and has also a small sawmill in west Philadelphia, where it is making lumber from the timber secured from the Philadelphia and Western railroad, and cut on the land acquired on its right of way.

J. M. Maris, who looks after the financial and clerical department of the business, comes of one of the oldest families in the business history of Philadelphia, and stands high in the regard of all with whom he is brought in contact.



GEO. P. DE WITT, PHILADELPHIA, PA.

George P. De Witt, his partner, and the practical man of the firm, has been engaged in the lumber business all his life, and has acquired a thorough knowledge of his calling from the stump up. He was formerly of the De Witt Lumber Company, New York city, and is acquainted throughout the wholesale hardwood consuming district of the East. His many friends in the trade extend their best wishes for his success.

Has Large Hardwood Holdings

The Cremer Lumber Company has been organized, with a capital of $2,200,000, to operate in hardwoods and yellow pine, which it will obtain from its 80,000-acre tract in Calhoun, Bradley, Union, Ashley and Wichita counties, Arkansas. The new company owns approximately 614,000,000 feet of timber, 400,000,000 feet of which is the finest oak in the state. J. C. Cremer is president, and the other officers will be announced soon. The mills are to be situated at Cremer, Ark., in the midst of its timber, with good rail facilities, and will make hardwoods a specialty.

For twenty years Mr. Cramer has been connected with the Chicago Lumber & Coal Company and has acquired a thorough knowledge of

everything that contributes to excellence in quality and manufacture of lumber. The offices of the Cremer company will be in the Third National Bank building, St. Louis, and in Chicago.

Building Operations for October

Forty-four representative building centers throughout the country as officially reported to and compiled by The American Contractor, Chicago, show an aggregate loss of eight per cent for the month of October, as compared with the same month of 1910. The past ten months of the present year show a decline of five per cent, as compared with the same months of the past year. Gains of over twenty-five per cent for October were made at: Buffalo, 49 per cent; Chattanooga, 88; Dallas, 61; Grand Rapids, 113; Hartford, 35; Manchester, 68; Memphis, 27; Milwaukee, 36; Pittsburg, 111; St. Louis, 36; Scranton, 58; Toledo, 26; Worcester, 81. Particulars will be found in the following tables:

City.	October 1911 Cost.	October 1910 Cost.	Per Cent Gain	Per Cent Loss
Atlanta	$ 335,403	$ 474,869		29
Baltimore	539,028	710,376		24
Buffalo	916,000	613,000	49	
Cedar Rapids	133,000	141,000		2
Chattanooga	128,095	67,834	88	
Chicago	8,785,700	10,077,200		12
Cleveland	1,141,949	1,439,462		20
Columbus	421,578	450,802		6
Dallas	274,860	170,515	61	
Denver	432,300	501,635		13
Detroit	1,522,649	1,401,420	8	
Duluth	287,555	504,985		43
Grand Rapids	403,933	188,860	113	
Hartford	471,705	349,298	35	
Kansas City	726,348	663,645	9	
Los Angeles	1,821,427	1,890,753		3
Manchester	100,485	59,479	68	
Memphis	379,780	298,570	27	
Milwaukee	1,075,932	785,728	36	
Minneapolis	718,815	1,177,275		38
Nashville	73,632	126,371		41
Newark	724,766	866,374		16
New Haven	289,980	377,987		23
Manhattan	6,458,333	7,324,651		12
Brooklyn	2,716,180	2,459,395	10	
Bronx	1,508,175	3,024,375		50
New York	10,662,688	12,808,421		16
Oakland	621,907	540,926	15	
Okla. City	124,580	310,991		59
Omaha	363,480	449,695		19
Paterson	102,219	194,820		47
Philadelphia	2,346,130	2,643,025		11
Pittsburgh	2,136,670	1,009,203	111	
Portland, Ore.	1,690,980	1,681,170	1	
Rochester	1,104,775	1,324,366		16
St. Paul	571,482	877,003		34
St. Louis	1,614,149	1,185,791	36	
Salt Lake City	173,700	149,100	16	
San Francisco	1,255,892	1,054,702	19	
Scranton	191,209	120,802	58	
Seattle	638,895	2,101,695		61
Spokane	185,025	380,270		51
Tacoma	172,471	135,947	26	
Toledo	250,868	223,629	12	
Worcester	546,732	290,465	81	
Total	$46,408,772	$50,899,459		8

Meeting Cincinnati Lumbermen's Club

The regular meeting of the Lumbermen's Club was held Nov. 6 at the new home of the Business Men's Club. A fish dinner was served at 6:30 p. m. to a representative gathering of the heads of concerns, after which President Sam Richey at once proceeded to do business. The routine was quickly disposed of and the reports of five cases submitted to the "Square Deal" proposition of the club were read, together with a recital of the main points at issue. Each case had been taken up by a separate committee.

After the reports were read the question of giving publicity to the reports was thoroughly gone into, and it was decided that it would not be proper nor just to contending parties to give their cases undue publicity and that, therefore, all the papers in the cases submitted would be respected as confidential, and after submitting the report to the club the papers would be returned to their respective owners.

A number of letters were read by the secretary from persons who had submitted their cases to arbitration, and every one expressed himself as thoroughly satisfied with the adjustment, whether on the losing or the winning side.

The report of the chairman of the Advertising Committee on a plan for advertising embraced a plan for "circularizing," which, after discussion, was received and spread upon the minutes and no further action taken.

The Advertising Committee was instructed to submit a plan of classifying the various lumber interests in the telephone and city directories to make reference more convenient, as all are classed as lumbermen, whether hardwood or softwood men, millmen, dealers or manufacturers of building material.

Superiority of Dovetail Glue Joint

Every device that science brings out that is better than methods that were formerly used, making it possible to get the work performed at a lower cost, with the quality as good or better, must be immensely valuable to the manufacturing industry. A series of scientific investigations were recently made at the Purdue University, Lafayette, Ind., which are of especial interest to the wood-working industry, as they give it a comprehensive idea of the actual strength of the different kinds of joints glued together, also their comparison in strength with the natural wood. Owing to the tests being slightly in favor of the double cut, tapering wedge, dovetail glue joint made on the Automatic Dovetail Glue Jointer, the Linderman Machine Company has had the photographs made into half-tones without retouching, put them into a booklet called "Technical Glue Joint Analysis,"



TESTING MACHINE EMPLOYED IN SHOWING JOINT STRENGTH

which proves in a true light the exact strength of clamped and taper-wedge dovetail joints in oak, maple and pine, as compared to the solid wood. The cut on this page will give you an idea of how the flexure tests are taken on the Olson testing machine. This illustration shows a tapering wedge dovetail jointed board breaking under a load of 27,000 pounds, fracturing the solid wood, leaving the joint in as perfect a condition as when it was dovetailed together, which proves that the joint is stronger than the natural wood. There is every indication that the new 1911 model Linderman Automatic Dovetail Glue Jointer is revolutionizing the jointing of lumber in the furniture industry, because it is beyond dispute that the double-cut, tapering wedge, dovetail glue joint is a principal factor in producing the finest solid furniture in twenty-five different factories; and when taken into consideration that it requires but one automatic operation to complete a panel without even having to prepare the lumber, and save all waste in lumber, it appears that it must become a necessity rather than a machine that merely could be used. No one who puts lumber together in quantities of 1,000 feet a day or more can hardly afford to be without this automatic method of jointing. When a table company can save $5.25 a day in glue, and do with four men and a "Linderman" the work which it took eleven men to accomplish by the best hand methods, it means a saving that will net enormous dividends on the investment. To any firm not having a copy of the "Technical Glue Joint Analysis," the Linderman Machine Company will gladly send it on request.

Mammoth Mahogany Log

One of the largest mahogany logs ever brought to this country was landed at Pensacola, Fla., recently by one of the boats of the mahogany carrying fleet of the C. C. Mengel & Bro. Company of Louisville, Ky. It weighed ten tons, was seventeen feet long and five and a half feet in diameter. The log came from the Mengel company's camps at Axim, on the west coast of Africa. This company has a number of steamers engaged in its African and Central American mahogany shipping interests.

In Charge of Sales

W. A. McLean, president of the Wood-Mosaic Company, Inc., of New Albany, Ind., and Rochester, N. Y., announces that S. B. Taylor of Buffalo has affiliated himself with the Wood-Mosaic Company, and in the future will have charge of its sales department. Mr. Taylor is a very competent lumberman, with a thorough knowledge and long experience in hardwoods, and undeniably the Wood-Mosaic Company has secured a mighty good man for the handling of its hardwood, sawed rough and flooring output.

H. H. Hitt, the well-known manufacturer of hardwood lumber at Falkville, Ala., announces the appointment of M. R. Williams as sales representative in the Philadelphia and New York districts. Mr. Williams' local address will be the Continental hotel, Philadelphia. Mr. Williams is a man who is thoroughly familiar with lumber affairs and with the eastern trade, and he should be a valuable ally to Mr. Hitt's lumber enterprises.

Look Out for Him

Pinkerton's National Detective Agency advises HARDWOOD RECORD that during April, 1911, the bank at Burlington, Wis., reported that during July, 1910, one Andrew H. Bruitt defrauded it of thirty dollars on a worthless check. Later he secured $631.69, also on a worthless draft, from a man by whom he was employed at Bronson, Mich. In December, 1910, this same man was arrested by the police at Frankfort, Ind., and later secured his release by compromising the Michigan charge. Still later he was arrested by the police at Marinette, Wis., and while awaiting trial escaped from jail.

Bruitt is an alleged lumber salesman by occupation, and very likely will seek employment in this line. Drafts and checks given by him are in connection with lumber sales. Warrants for his arrest are out with the Burlington and Marinette police. His description is six feet two inches tall; age about fifty years; weight one hundred and sixty-five pounds; slender build, gray hair, regular nose, smooth shaven and of good general appearance. He claims Milwaukee as his residence. He writes a very legible but rather cramped hand.

Lumbermen should be on the lookout for this swindler.

Miscellaneous Notes

The Simplex Ladder Company was recently incorporated at Buchanan, Mich., with a capital stock of $6,000.

The Morris Lumber Company has been incorporated at Morris, Minn., with an authorized capital stock of $80,000.

The Brown-Morse Company of Muskegon, Mich., manufacturer of office furniture, has increased its capital stock to $250,000.

A new furniture concern for Port Huron, Mich., is the Brennan Furniture Company, incorporated with a capital stock of $25,000.

The plant of the Globe Parlor Furniture Company at High Point, N. C., was entirely destroyed by fire of unknown origin on Oct. 16. The loss is estimated at $50,000. Insurance was carried.

The Walland Lumber Company, Minneapolis, Minn., was recently incorporated with a capital stock of $100,000. Those interested in the new company are F. B. Parsons, P. A. Long, D. R. Thomas and E. M. Chandler, all of Minneapolis.

The merger of two of the largest lumber concerns of Grand Rapids, Mich., was recently effected. The Grand Rapids Lumber Company, with a paid up capital of $250,000 has succeeded the Fuller & Rice Lumber & Manufacturing Company and the Mercer & Ferdon Lumber Company. John W. Ferdon has been elected president and Carroll F. Sweet, treasurer and general manager of the new corporation. The company announces that it will erect a modern factory for the manufacture of interior finish. The wholesale business of both concerns will be handled under the trade name of the Fuller & Rice Lumber & Manufacturing Company.

Hardwood News Notes

CHICAGO

Hardwood Record had a call on Nov. 6 from G. V. P. Lansing of Baer & Lansing, Seattle, Wash., handlers of timber lands and investments in the Pacific Northwest. Mr. Lansing has been making an extended trip to all the principal cities of the East, seeking to interest investors in Pacific Coast property. He reports timber sales very inactive at present.

J. F. McSweyn of the Memphis Saw Mill Company, Memphis, Tenn., was a Chicago visitor Oct. 27.

R. E. Lee Wilson, the well-known lumber operator whose headquarters are in Memphis, was a Chicago visitor this week.

C. M. Kellogg of Dooley-Kellogg Lumber Company, manufacturer and exporter of southern hardwoods at Memphis, Tenn., was a recent visitor in the Chicago market.

One of the recent visitors in the Chicago market was E. B. Brown of Buffalo, N. Y., specialist in wagon woodwork, who has an excellent trade in this city.

John C. Spry, the well-known timber man of the Corn Exchange Bank building, has so far recovered from his recent attack of ptomain poisoning that he makes occasional short visits to his office. Mr. Spry contemplates a trip to some salubrious climate very soon for a protracted stay, where he may fully recover his strength and energies.

R. L. Jurden, secretary of the Penrod Walnut & Veneer Company, Kansas City, Mo., was a Record caller on Nov. 2. Mr. Jurden says that the work on the company's new plant at Helena, Ark., is progressing rapidly under the direction of Alexander Lendrum and it is expected that it will be in operation early in February.

Walter L. Dewitt has resigned his position as sales manager of the Estabrook-Skeele Lumber Company and has taken the position of buyer with the Seaman-Kent Company of Meaford, Ont. This company manufactures maple flooring and has a plant at Meaford and a second one at Fort Williams, Ont.

Z. Clark Thwing, head of the Grand Rapids Veneer Works, Grand Rapids, Mich., and its allied dry-kiln interests, was a Chicago visitor last week. Mr. Thwing states that, in spite of general business depression, his company will have installed more dry-kilns in 1911 than in any two previous years of its history.

Henry M. Stack of the Masonville Lumber Company, Escanaba, Mich., manufacturer of lumber and maple flooring, was in Chicago several days last week.

A. W. Lucas, head of the Lucas Land & Lumber Company, Paducah, Ky., visited his customers in the Chicago market last week.

J. W. [illegible] of the J. W. Thompson Lumber Company, Memphis, has entered the [illegible] Chicago on his [illegible] the McCormick build[illegible] Mr. [illegible] received with open arms by his many friends in the Chicago market, and he already has booked a very satis[illegible]

Among the lumbermen who have visited the Chicago market during the last fortnight are John Smith of the W. P. Brown & Sons Lumber Company of the Dickson, Tenn., plant; H. S. Fullenlove of R. L. Rhymes Lumber Company, Memphis; A. J. Smith of Smith & Bell, Decatur, Ind.; C. H. Barnaby, Greencastle, Ind.

Percy C. Stone of P. F. Stone Company, Rockford, Ill., a few days ago purchased a new power boat at De Pere, Wis., which he brought down to Chicago by lake and had a rough voyage in doing it. Mr. Stone contemplates taking his new craft for a long cruise down the Mississippi river, in which he will be accompanied by a party of friends.

During the last week Record has been in receipt of a letter from a Vladivostok, East Siberian lumberman, asking for a sample copy of Hardwood Record with a view of subscribing, and among other letters from a far-off source is one from a lumber concern at Ketchikan, Alaska, asking for assistance in marketing 300,000 feet of spruce.

CAIRO—MOUND CITY

Through the efforts of Mayor George Parsons of Cairo Hon. John A. Fox of the Senatorial Rivers & Harbors Commission recently visited that city and addressed the city council and invited guests on the waterways question.

Since the beginning of the railroad strike business on the river has multiplied. All freighters are heavily loaded, and receiving wharfboats are congested with merchandise.

Government engineers are making a comprehensive survey of the Mississippi river south from Cairo. The channel and bank will be traced and described, foot by foot, with numerous other details of statistical information. The greatest depth found so far is eighty-five feet. The complete survey, to the Gulf, will take about six years.

The B. F. Yoakum, new all-steel transfer boat, passed Mound City recently. This boat is 305 feet long, 91 feet wide, 10 feet deep, with a displacement of 1,400 tons. Enormous boilers develop 3,800 horsepower, and the load carried can be two trains—eighteen passenger cars. The boat cost $250,000, and will be used as a Frisco transfer at Baton Rouge, La.

NEW YORK

A special meeting of the Board of Trustees of the New York Lumber Trade Association was held at headquarters, 18 Broadway, on Oct. 31, at which time routine and special reports were rendered covering the general work of the association and the government's action against the eastern associations, which reports were not made public. Charles B. Thomson was elected to membership in the association.

The regular annual meeting of the New York Lumber Trade Association will be held at headquarters on Nov. 8, preceded by a Delaware luncheon. The meeting this year marks the end of the twenty-fifth year of the association. Special reports will be rendered by the Board of Trustees and others and from the point at hand the meeting will undoubtedly be of special interest.

On Oct. 24, at East Orange, N. J., Miss Ethel C. Palmer of that place was united in marriage with Charles Milne, head of Milne Brothers Company, wholesale hardwood, 18 Broadway, New York. Miss Palmer is the daughter of Mr. and Mrs. Albert W. Palmer of East Orange. The wedding took place at the residence of the bride, Archibald N. Milne, brother of the bridegroom, acting as best man. After an extended honeymoon Mr. and Mrs. Milne will reside in East Orange. Mr. Milne is one of the younger lumbermen of the Metropolitan district and has built up a successful business. For many years he was identified with his brother-in-law, G. E. Smith, starting in for himself January 1, 1908.

Robert W. Higbie of the R. W. Higbie Company, 45 Broadway, well-known hardwood manufacturer, returned recently from a visit to the large operations of his company in St. Lawrence county, New York, where he found everything running along finely. The plant is operating full time, cutting a very choice run of maple, birch and beech from its large timber holdings in that county.

President F. R. Babcock of the National Wholesale Lumber Dealers' Association, head of E. V. Babcock & Co., Pittsburgh, Pa., accompanied by Mrs. Babcock, spent several days in this city recently on business and pleasure.

Arthur V. Charshee of Thomas A. Charshee & Bro., Baltimore, Md., was a recent visitor for several days sightseeing with Mrs. Charshee, after which they left for Atlantic City for a brief stay.

The Loumil Company, 37 East Twenty-eighth street, this city, has engaged in the wholesale commission business under the management of Charles Warburton, who formerly was connected for several years with D. L. Gillespie & Co., Pittsburgh. The Loumil Company, it is understood, will act as the selling agent for the Louisville Planing Mill & Hardwood Company and the Milton-Peter Company of Louisville, Ky., and the A. G. Brietwieser Lumber Company of Pittsburgh.

BUFFALO

The political situation absorbed a good deal of attention of the lumbermen early this month, many of them taking an especial interest in the vote on certain municipal offices, giving considerable time and energy to the matter both as taxpayers and as members of the Chamber of Commerce. There were several lumbermen on the local ticket, including Horace C. Mills, treasurer of Taylor & Crate, who was on the Republican ticket for councilman and had the support of most of the members of the trade.

The Salamanca, N. Y., Furniture Company is soon to begin the erection of a four-story brick building adjoining its factory, and when it is completed and equipped the number of men employed will be a little more than doubled. The plant now employs ninety men and the force under the new conditions will be 190. The Walker Veneer & Panel Works, of Alpena, Mich., has made Salamanca its eastern headquarters and has established a warehouse there.

J. W. Welsh has been spending two weeks at Memphis, Tenn., in the interest of the Buffalo Hardwood Lumber Company. The yard has been taking in a large amount of lake hardwoods during the last month.

Hugh McLean has returned from his hunting trip to New Brunswick and a visit to the plant of the Bathurst Lumber Company, in which he is interested.

Sales at the yard of A. Miller this month have included a good quantity of birch and basswood, of which large supplies came in by lake early in the season. Fair sales of other hardwoods are also reported.

Birch and maple have been coming in lately in good quantity at the yard of T. Sullivan & Co., and F. M. Sullivan is moving a large amount of this wood.

Blakeslee, Perrin & Darling state that their

hardwood trade for the year has thus far made a favorable showing as compared with last year. W. L. Blakeslee has been on a two weeks' trip in the East.

A large quantity of cypress is being received this fall at O. E. Yeager's yard, and orders have been received for much of this lumber. Ash, oak and poplar are the woods meeting with the largest sale.

PHILADELPHIA

The regular monthly meeting of the Lumbermen's Exchange of Philadelphia was held Nov. 2, President William C. MacBride presiding. At this meeting a letter was received from the National Rivers & Harbors Congress announcing that a convention of this body will be held at the New Willard hotel, Washington, D. C., on Dec. 6, 7 and 8, and requesting that the exchange be represented. The president appointed a committee of three members to attend the convention. The remainder of the meeting was devoted to routine business.

Horace G. Hazard of H. G. Hazard & Co., Philadelphia, says trade at the New York branch and yard office is slightly quieter but is mostly of a hurry-up character. Mr. Hazard and Elizabeth A. Steel were married Oct. 18. The wedding was strictly a family affair.

J. Randall Williams of J. Randall Williams & Co., says business is a trifle improved, but short of expectation for this time of year.

Owen M. Bruner of the Owen M. Bruner Company, says trading is more active of late and there is no disquiet over conditions.

Charles J. Coppock, secretary and treasurer of the Coppock-Warner Lumber Company, says business has not reached expectation for fall. Orders are coming in steadily, but goods evidently are for immediate delivery, and it is difficult to comply with the requirement because of car shortage. On Oct. 25 Mr. Coppock married Miss Florence Meyers of Chester, Pa. It was a quiet church wedding and strictly private.

Jerome H. Sheip, who lately returned from a two weeks' southern trip, put in some time at his cigar box lumber plant at Choctaw Point, Mobile, Ala., which he found running full capacity. The other lumber branch of his business, he says, is moving more slowly.

C. E. Lloyd, jr., has removed his office from the Land Title building to his wholesale distributing yard at Nineteenth and Cambria streets, which change will enable him to better oversee the details of the business. Arrangements are being made with the Pennsylvania railroad for trackage, which will guarantee quick distribution of stock.

Fisher Dalrymple, secretary and treasurer of the S. B. Vrooman Company, Ltd., says that considering everything business is running along fairly well.

The Henry H. Sheip Manufacturing Company is busy in all departments and is optimistic as to the outlook. It is installing several new boilers to increase capacity. Henry L. Sheip has just returned from a tour of the West, and reports business in that section a little quiet.

Frederick C. Righter has opened an office at 1101 Crozer building, where he will conduct a general wholesale lumber business.

Augustus J. Cadwallader of George F. Craig & Co., and Edwin B. Malone of Watson, Malone & Sons, two experienced deer and moose hunters, have just returned from a successful hunting trip in the Maine woods.

The plant of the Lewisburg Chair Company, Lewisburg, Pa., was destroyed by fire Oct. 30. The loss is placed at $100,000.

PITTSBURGH

J. H. Henderson, secretary of the Kendall Lumber Company, spent a week lately among its mills. All the company's plants are running except the one at Kendall, Md., which is on part time.

The W. P. Craig Lumber Company says the spruce market is firmer than at any time in the last six months.

Bemis & Vosburgh are still working on their white oak operation in northern Ohio on the Pittsburgh, Youngstown & Ashtabula railroad, where they are getting out some extra fine ship and export timber. Some of the latter is going to Canada for locomotive companies.

The Breitwieser & Wilson Company reports prospects and inquiries considerably better this month. Business is somewhat spotty, but hard woods have the lead in trade and the manufacturing concerns are taking their full share of lumber.

The Linehan Lumber Company says trade is a little better than holding its own. J. C. Linehan is keeping things moving lively at the New York office and believes that eastern trade is improving.

The De Voss & Adelman Lumber Company is getting out into the Middle West. It has a very fine hold on Ohio trade, but recently has extended its sales operations. It is doing a very good business in the Mississippi valley.

The Duquesne Lumber Company has been incorporated by Ex-Senator William Flinn and son, J. Rex Flinn, and G. C. Adams of Pittsburgh, with a capital of $100,000. It has a big operation under way in Tennessee.

The Acorn Lumber Company has enlarged its office quarters by moving to the front of the Oliver building, where it has one of the nicest lumber suites in Pittsburgh's best skyscraper. President Domhoff has lately added a New York road representative to his force of helpers.

The Aberdeen Lumber Company's gum and cottonwood trade, according to President J. N. Woollett, is satisfactory, and its representative, H. M. Jackson, booked orders totaling 1,000,000 feet of these woods on a recent trip to Philadelphia.

The American Lumber & Manufacturing Company reports a fair inquiry, but says that prospective buyers want their lumber almost as soon as they order. This is a general complaint. H. E. Hast, hardwood manager, found trade somewhat dull in the East lately except in the chair towns, where he was very successful.

The F. W. Crane Lumber Company is cutting off a tract of 7,500 acres of fine hardwoods near Elkhurst, W. Va., where it has recently put in an up-to-date planing mill. This company bought the equipment of the former Tug River Lumber Company at Chester Junction, W. Va., and has moved this to its eastern operation. President Crane says business is dull down East, but that in general it is on the gain.

Pittsburgh has at last received some definite assurance of a reciprocal switch arrangement which the lumber wholesalers have been trying for years to get. The Pennsylvania and the Baltimore & Ohio railroads have agreed to transfer car freight within the city limits and deliver them to the proper consigner's location without extra charge. It is expected that the other railroads will fall into line quickly.

BOSTON

William E. Litchfield, hardwood lumber dealer, has returned from a trip west, on which he visited the mill of Litchfield Bros., North Vernon, Ind.

The Merrick Lumber Company, Holyoke, Mass., has completed plans for a new office and warehouse building at its plant in that city. The company will also open a lumber yard in Easthampton, as a branch. It will be in charge of F. B. Merrick.

John E. Boyle, who has conducted a lumber yard and wood-working business in Westfield, this state, for several years, has sold this business to Marcoullier Bros. of that town, and A. E. Peck of Southampton. The new owners have for several years been engaged in cutting off timber lands, but have never had a yard. Mr. Boyle, through his attorney, has notified his creditors that his liabilities are $46,000 and his assets $3,000. The latter has been deposited in trust in the hands of a trustee.

Marcus Y. Foster, president and treasurer of the Stone & Foster Lumber Company, Worcester, has sold his interests in a large tract of timber land in North Carolina to the United States Spruce Company of Marion, Va. Others interested in this timber land with Mr. Foster have sold their interests to the same company.

Fred W. Stuart, last manufacturer, Beverly, Mass., has made plans to erect a plant in that town, which he will use for the manufacture of last blocks.

BALTIMORE

Leonard A. Poehlmann, senior member of L. A. Poehlmann & Sons, whose yard is on Frederick road, died Oct. 28 at Santa Cruz, Cal., where he had gone a few weeks before to look after his business interests. The deceased was a member of the Baltimore Lumber Exchange and was held in high esteem. The funeral and interment took place in Santa Cruz.

W. O. Price, a well-known Baltimore lumber exporter, has been ill for some time but is now much improved.

M. S. Baer of Richard P. Baer & Co. has returned from a trip to Hinton, W. Va., where his firm maintains an office, Cincinnati and other cities in the Middle West, and says he found the demand somewhat improved, although it was still by no means easy to land orders. A better feeling prevailed among the millmen and dealers and the belief was entertained that business is once more in a promising condition. Richard P. Baer, senior member of the firm, who visited New York and other points north, brought back similar information.

A. Temple Dobell of Alfred Dobell & Co., Liverpool, England, was in Baltimore ten days ago and saw some of the exporters. He stated that the business outlook on the other side appeared to be improved. Mr. Dobell visited Cincinnati, Chicago and other cities.

Other foreign visitors within the last week were W. H. Munster, director of Munster, Sims & Co., Ltd., Belfast; T. Henry Griffin of Price & Pierce, London, and Colonel Cobbett of Cobbett & Co., London. All three stated that the situation on the other side had improved and that the interest in stocks was on the increase. They are on extended tours of the United States, showing thereby the increased interest manifested in American stocks of hardwoods by the British members of the trade.

Sincere regret was expressed by Baltimore hardwood exporters at the death of W. L. T. Foy of Foy, Morgan & Co., Ltd., London, and of David Jardine of Farnworth & Jardine, Liverpool. The former passed away on Oct. 18 and the latter Oct. 7. Both were extensively known in the trade and held in high esteem.

Thomas Hughes, manufacturer and wholesaler of hardwoods, a few days ago attended the inauguration of two miles of railroad constructed from his mill at Jothmada, Va., to Comer's Creek. The two miles gives him a total mileage of about seven, and further extensions will be made as soon as needed. The road connects with the Virginia Southern, which furnishes an outlet.

Mr. Sweet, manager of the National Lumber Company of Bluefields, W. Va., was in Baltimore week before last, as were J. M. Bernhardt of Lenoir, N. C.; W. R. B. Watson of the W. B. Watson Company, Lenoir; A. C. Lincoln of Loot & Lincoln, Marion, Va., and L. H. Bonham of Chilhowie, Va.

COLUMBUS

The Ironton Lumber Company of Ironton, O., has started its mill, having secured a good run of logs on the last high waters in the Ohio and Big Sandy rivers.

V. P. Lamdon, representative of the Natalbany Lumber Company, Hammond, La., called on local lumber jobbers lately.

George F. Bareis, retail lumber dealer of Canal Winchester, this state, was a visitor among Columbus wholesalers last week.

S. A. Jackson of Montpelier, O., has established a wholesale lumber business under the name of the Jackson Lumber Company, with offices in the Martin block. He handles all kinds of lumber, including shingles and posts. He was formerly connected with the Martin & Jackson Lumber Company.

The Reliance Lumber Company of Cleveland has been incorporated with a capital of $5,000 to manufacture and deal in lumber of all kinds. The incorporators are R. L. Taben, A. Maher, T. G. Maxwell, H. M. Brice and Alf P. Fisbey.

M. A. Hayward of M. A. Hayward & Son says there is a general advance of $3 a thousand in all grades of hardwood flooring. He says trade conditions are practically unchanged in the last fortnight. The demand is good for this season of the year, and considering that there is no speculative buying. Prices are good and the outlook is promising.

H. B. Neilds, representative of the Little River Lumber Company, Townsend, Tenn., was a visitor among Columbus jobbers recently.

J. K. Sowers of the Sowers-Leach Lumber Company reports a good demand for hardwoods and an increase in orders from manufacturers. Prices rule very firm.

H. W. Putnam, president of the General Lumber Company, says the market has not changed in the last two weeks, and that demand from factories and retailers continues slow. Prices are well maintained. H. C. Buskirk, sales manager of the company, returned recently from the company's mill at Ashland, Ky., which has been started and is expected to continue in operation several months.

L. B. Schneider, sales manager of the John R. Gobey Lumber Company, says the hardwood trade has not shown any change of late. The concern has had a good run of orders lately and the outlook for business is good. There is no tendency to weaken prices. John R. Gobey, head of the company, left a few days ago on business in West Virginia.

R. W. Horton, sales manager of the W. M. Ritter Lumber Company's central division, says trade in all hardwoods has been fair during the last few weeks. One of the best features is the better buying by factories, and retailers are buying steadily. Prices are well maintained and there is no disposition to shade quotations. Dry stocks in the hands of mills are not very large and the prospect for business is fair.

H. M. Rowe of Powell & Rowe says business in hardwoods has been good recently and prices ruling firm.

CINCINNATI

A meeting of the creditors of the K. & P. Lumber Company of Naples, Tex., was held in this city on Nov. 6 in the office of Referee Whitaker. Phil Renner, trustee, reported $10,000 on hand. Various claims were presented. All questions were deferred until Nov. 27 for argument.

J. B. Little of the Little Lumber Company, Harriman, Tenn., is in this city looking after a claim that had been presented to the Lumbermen's club for adjustment.

E. V. Jackson is again enjoying robust health, much to the satisfaction of his friends. Mr. Jackson says that business with the company is fair, but not as good as it should be.

Lewis Dexter, secretary of the Hardwood Manufacturers' Association of the United States, returned last week from his visit to the East and is spending a short season at the home office.

J. D. Rash, head of the Shawnee Lumber Company, one of the Millcreek valley concerns, says that business is very satisfactory at its yards.

H. J. Pfiester, president of the M. B. Farrin Lumber Company, says that while business is not very active, his concern is very busy rebuilding its warehouses destroyed by fire in the summer.

S. W. Richey of Richey, Halstead & Quick, says that their business is fair and he sees no reason to complain.

A. T. Dobell of Alfred Dobell & Co., Liverpool, was a visitor in Cincinnati last week and stopped over on his way to mill points in the South.

E. A. Cobbett of Cobbett & Co., Ltd., London, England, was in this city a few days last week calling on the lumber exporters.

W. A. Bennett of Bennett & Witte, has returned from his trip to his offices in New Orleans and Memphis. His stay probably will be short, as he feels that more business is to be done by keeping going.

The Tri-state Vehicle & Implement Dealers' Association held its annual convention in this city at Music hall last week. Over two thousand vehicles were exhibited. The new president is L. W. Kattman, New Knoxville, O.

The Francke Lumber Company of Berlin, Germany, with a mill and yards at St. Bernard, has just closed a lease with privilege of purchase of several acres adjoining its plant.

The rumor that the mills on the Kentucky river between Frankfort and Jackson would be merged has no present foundation. Leland Banning, who was said to be interested, says he knows nothing of the deal.

TOLEDO

During October building permits were issued valued at $250,868, as compared with $223,629 during the corresponding month a year ago. The first ten months of the year show a total increase of more than $600,000. The season has been an active one, not only in Toledo but in the smaller surrounding towns. Buildings to the number of 107, valued at $155,840, were erected in Tiffin, O., this season, and forty-two new structures in Fostoria, valued at $96,720.

The Skinner Bending Company says the business outlook is none too bright. While demand for auto rims is somewhat better than for carriage work, business is far from satisfactory, says the manager of the concern.

William Fauth, prominent cistern manufacturer of Sandusky, O., died at his home in that city Oct. 15, at the age of forty-three years. He is survived by his parents, a sister and two brothers.

The Booth Column Company is putting in a big stock of cypress, oak, chestnut and yellow pine, twenty carloads in all. President Booth states that while orders have been coming in a trifle slower recently, the concern has not yet been able to catch up with its orders. This has been a splendid year for the concern.

Wm. T. Hubbard says trade has dropped off a little recently, but there is still a medium business with a little of most everything moving. Local stocks are now well filled and very little buying is being done.

Trade has dropped off considerably recently, says I. W. Gotschall of the Gotschall Manufacturing Company. The railroads have not been in the market for anything in the line of hardwoods except for immediate needs. Factory consumption is lighter and building business is naturally quieting down at this time of the year. The cooperage, however, is very good. Prices have thus far held up well.

INDIANAPOLIS

After a long illness Selby P. Fraser, for thirty years a member of Fraser Bros. & Van Hoff, died at his home in this city a few days ago. He was seventy years old.

Hardwood drug cabinets are to be manufactured by the Indianapolis Drug Cabinet Company, organized and incorporated in this city with an authorized capitalization of $30,000. The directors are M. P. Schwartz, H. A. Helming and John McLaren.

The Ohio Valley Coffin Company of Lawrenceburg, has sold to a Cincinnati furniture factory about 200,000 feet of black walnut lumber for $36,000, some of which has been in the company's lumber yard for thirty years.

John L. Henry, a hardwood buyer of Shelbyville, was seriously injured a few days ago when he was struck by a Big Four train. While his condition is serious, it is believed he will recover.

John H. Talge of the Talge Mahogany Company, the Brannum-Keene Lumber Company, Capitol Lumber Company, Burnet-Lewis Lumber Company, Maas-Neimeyer Lumber Company, Dynes Lumber Company and the W. F. Johnson Lumber Company, have contributed a total of $600 to a fund for the purchase of a permanent home for the local Salvation army.

On Nov. 3 the Indianapolis Trade Association, including a number of lumbermen, made a trade extension trip to Oakland, McCordsville, Fortville, Ingalls, Pendleton, Anderson, Yorktown, Daleville, Muncie, Selma and Parker City. The party traveled in a special train of four cars.

The first annual congress of the Indiana branch of the National Conservation Association was held in this city Oct. 28. Officers elected were: President, W. S. Blatchley, former state geologist; vice president, L. B. Clore, Franklin; secretary, H. E. Barnard; chief state pure food and drug commissioner and treasurer, H. J. Banker, De Pauw University, Greencastle.

EVANSVILLE

W. W. Smith of Hunt, Washington & Smith, Nashville, Tenn., was recently the guest of E. N. Ralston, who has charge of the local yard of the company. A deal has been consummated whereby D. B. MacLaren & Co., local hardwood wholesalers, with offices in the Furniture Exchange and yards at Kentucky avenue and Illinois Central tracks, will take over the business of Hunt, Washington & Smith, whose yard is located at Virginia street and C. & E. I. tracks. Mr. Ralston will leave at once for Nashville. Members of the trade regret his leaving, as he has made many friends among them.

The O. Grimwood Company, which has been operating the Henry Maley Lumber Company's large new plant, has been taken over by Maley & Wertz and the business will be conducted under the style of Maley, Wertz & Grimwood. This plant was built only two or three years ago and is one of the finest in the city.

Bedna Young of Young & Cutsinger, made a business trip to Indianapolis and Edinburg, Ind., this week.

Frank May of May Bros., Memphis, Tenn., was a welcome visitor in this city last week. He was returning from a trip to Lexington, Ky.

A party of lumbermen will leave soon for Grenada county, Mississippi, where they will hunt for big game on the property of the Maley Land & Lumber Company. F. M. Cutsinger of Young & Cutsinger will conduct the party.

The next meeting of the Evansville Lumbermen's Club will be held at the New Vendome hotel, Nov. 14.

Edgar Rindskopf has been appointed receiver for the Supreme Manufacturing Company at Vincennes, Ind., maker of farming implements, upon the application of Joseph Ross, a stock-

holder and manager, who alleged that the company owed him $560 salary. The company is incorporated with a capital stock of $60,000.

A meeting of the Board of Directors of the Indiana Hardwood Lumbermen's Association will be held within the next ten days to set a date for the next annual meeting in this city and attend to other business that may come up.

At a meeting of the creditors of the Evansville Store Fixtures Company held before Phelps F. Darby, referee in bankruptcy, it was decided to offer the property for sale Nov. 11.

The will of the late Adam Helfrich was filed here a few days ago and the estate, which was valued at about $200,000, was left to the widow and children with many conditions to be carried out. Mr. Helfrich was a pioneer lumber manufacturer of this city and was for years at the head of the Helfrich Lumber & Manufacturing Company.

R. S. Robertson, treasurer of the Ferguson & Palmer Lumber Company, Paducah, Ky., was visiting Evansville mills this week.

MEMPHIS

Hardwood lumber people in this city are going ahead with their plans as though they expect something like normal business. Weather conditions the last few weeks have been ideal for getting out timber and a great deal of timber has been prepared for the market, and the prospects for a good supply of logs for the coming winter is unusually promising. A number of the mills are now running full time, for one reason or another, but lumber is being produced steadily by a majority of the plants. There has been no big demand recently and none is expected, but there has not been much accumulation of stock and the output is being taken care of in a satisfactory manner.

Traffic conditions on the Illinois Central and the Yazoo & Mississippi Valley roads have been greatly improved and these lines are now handling timber and lumber with a fair degree of promptness, whereas it was impossible for them to accept either a short time ago. As a result timber has been coming to Memphis more steadily during the last two or three weeks than for a long time.

The cotton movement is very heavy and probably will continue so for the next few weeks, but the decrease in traffic of other kinds has released sufficient equipment to enable the railroads to give lumber interests a more satisfactory service than is usual in October and November. There is no scarcity of cars, but in some cases it is reported that there is delay in moving them after they have been loaded.

Russe & Burgess, Inc., have opened their own offices in London and will in future transact all of their foreign business direct with merchants and importers. G. A. Farber, a member of the firm, will have charge of the new offices, which have been opened at Benet Chamber, Fenchurch, E. C. For the last two years Mr. Farber has had charge of the continental business of Russe & Burgess, Inc., but under the new arrangement he will also control the business of the firm in the United Kingdom. This has heretofore been handled through C. Leary & Co., but the present arrangement contemplates the elimination of brokers in the foreign business of Russe & Burgess, Inc.

George C. Brown & Co. have removed their offices from their yards in North Memphis to the Falls building down town. This firm is closing out its yards, which accounts for the change. It is operating a mill at Watson, Ark., and is preparing for a large daily cut at Proctor, Ark., where it is erecting a big band mill. It acquired 6,400 acres of timber lands in that section a few months ago and the new mill will be used to develop the timber thereon.

F. E. Stonebraker, representing Amedee C. Franck & Co., Antwerp, Belgium, has returned from Chicago, where he represented the Lumbermen's Club of Memphis at the annual meeting of the Deep Waterways Association. Mr. Stonebraker was pleased with the harmonious feeling shown by the various delegations and over the fact that there was no open advocacy of the nine-foot channel for the Mississippi. Mr. Stonebraker expects somewhat quiet business conditions for the next few months.

Among recent visitors to Memphis have been William E. Mossman, president of the Mossman Lumber Company, and A. C. Wilkerson, of Huntingdon, Ind., a director in the same company. These gentlemen were here to attend the semi-annual meeting, at which time a very satisfactory statement of the affairs of the firm was made by Frank G. Smith, local manager.

Announcement is made that Houston Brothers will resume operations at their big plant at Walters, Miss., at an early date. The mill has been closed for some time for extensive repairs and improvements. A liberal supply of timber has already been secured.

NASHVILLE

With a view to ascertaining exactly what it costs to conduct the lumber business, arrangements were started at a recent meeting of the Executive Committee of the Nashville Lumbermen's Club to hear a series of papers prepared by prominent members. These papers are to give the result of careful investigations of the general phases of the lumber business and will be followed by general discussion of the special topics presented. After the reading of the entire series, one paper each week, Vice-President C. M. Morford will deliver an address at a general meeting December 5 on "Loss and Gain." The series of papers follows:

November 7, "The Cost of Selling," E. E. Bartholelew; November 14, "The Cost of Yarding," T. A. Washington; November 21, "The Cost of Manufacture," Henderson Baker; November 28, "The Cost of Collecting," T. R. LeSueur, treasurer of the club.

J. E. Shoffner and J. D. Hutton of Shelbyville, Tenn., have bought 5,500 acres of timber land in northern Mississippi, paying $110,000 for the lot, and a contract has been made with G. W. Stegall & Son of Tullahoma, Tenn., to cut and saw the timber. It is estimated that the land contains over 30,000,000 feet, and a Cincinnati firm has made a contract for 10,000,000 feet of oak from the tract.

Miss Grace B. Hicks, daughter of Joseph N. Hicks of the Davidson, Hicks & Greene Company, was married a few days ago to Max B. Gatewood, a well-known Nashville business man. The ceremony took place at the Tenth Street Christian Church. The bride and groom left on an extended tour.

Starting, it is claimed, from sparks from a passing locomotive, fire recently did $2,000 damage to the plant of John B. Ransom & Co. of this city. The loss, which was chiefly in the stored lumber and the dry-kiln, was covered by insurance.

The Southern Lumber & Manufacturing Company, whose local plant was recently destroyed by fire, now occupies its new office on its former location. The box factory and planing mill will soon be completed.

A special from Huntsville, Ala., reports the biggest timber deal made in that section for some time. W. R. Hutton, a banker, and associates bought from Henderson Brothers of Gunthersville and Tuscumbia the timber rights on large tracts in three counties for $80,000.

There was the best attendance of the season at the last regular meeting of the Nashville Lumbermen's Club, and the unusually large amount of timber that changed hands was a good indication of the condition of the local market. Only routine business matters claimed the attention of the membership present.

KNOXVILLE

Ed. Maphet of the Logan-Maphet Lumber Company, has been ill with la grappe the last ten days, which his many friends will regret to learn.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, has just returned from North Carolina. He reports business good with the concern.

C. T. Benedict, with Douglass & Walkley Company, Elk Valley, was a visitor this week.

W. B. Townsend, head of the Little River Lumber Company, has just returned from Philadelphia, Pa., where he has been on business. Joe Murphy of this company was a recent visitor.

I. M. Asher, manager of the Logan-Maphet Lumber Company, Cincinnati, O., has been a visitor recently, looking over some timber tracts which his concern thinks of buying.

C. P. McMahon of C. P. McMahon & Co., has returned from the East, and reports business good with his concern.

J. E. Oberne of the Blue Ridge Tie Company, has gone on a business trip to Cincinnati, Indianapolis and points north.

A. L. Spottswood of the A. L. Spottswood Company, Lexington, Ky., was a visitor last week.

Kimball & Kopcke have just installed at their yard a new edger and trimmer, and are now turning out well manufactured lumber at their new yard. They have erected an office and have moved their headquarters from the Empire building to their new yard at 511 Jacksboro street.

J. Park Vestal of the Vestal Lumber & Manufacturing Company, has just purchased a fine lot of high-grade white oak logs, which will be manufactured into quartered stock, of which this firm makes a specialty.

The Maples Lumber Company is running its mill in Blount county full time and is turning out a large quantity of poplar and oak. This concern reports business active, and it is well supplied with orders.

L. Shaffer of Douglass & Walkley Company, Elk Valley, called on the Knoxville trade last week.

J. M. Logan of the Logan-Maphet Lumber Company, has returned from a successful business trip to Canada and points east. He found trade as good as he expected.

BRISTOL

Bristol lumbermen are anxiously awaiting the decision of the Bristol milling-in-transit case now pending before the Interstate Commerce Commission, in which a score of the leading hardwood shippers are complainants. The case will be decided soon after the first of the new year. The lumbermen feel that the present charge of two cents a hundred pounds for the milling-in-transit service is excessive and so unreasonable that the Interstate Commerce Commission will grant them relief. A favorable decision will operate in favor of the lumber shippers at eighty-five points on the Southern and fourteen on the Norfolk & Western, besides at the milling points on the Virginia & Southwestern railway.

Messrs. Bartlett and Strong, representing James Strong & Co., Inc., of Philadelphia, Pa., are visitors in Bristol this week. They will put in several days looking over the hardwood situation in this territory.

The Hassinger Lumber Company of Konnarock, Va., is extending its line of railroad. This company owns a large area of timber land in the White Top Mountain district and has been operating its band mill at Konnarock continuously the last four years.

R. E. Wood of the R. E. Wood Lumber Company, Baltimore, Md., was a visitor to this mar-

ket several days last week. Mr. Wood's company has finished cutting its timber in Carter county, Tennessee, and has closed down its band mill at Buladeen, but the company intends making heavy investments in other timber lands in this section. At present there is a large stock on the yards at Buladeen.

Steps are being taken looking to the early development of the tract of timber acquired a few weeks ago by Campbell & Dickey of Marion, Va., in the Black mountains of western North Carolina. The development of this extensive boundary of hardwood timber will necessitate the building of a sixteen-mile line of railroad.

District Attorney J. B. Cox returned from Washington, D. C., this week and announced that he had secured an order from the Treasury Department for the establishing of offices in the new federal building at Johnson City for the use of the forestry experts now in this section looking after timber lands which will likely be bought and included in the Appalachian forest reserve. The government is negotiating for the purchase of three very large boundaries and has cruisers and investigators looking into other important offerings in east Tennessee.

James Faulkner, jr. of the Abingdon Column & Lumber Company was a visitor in the city this week. He reports some activity in the lumber business in his section. The Faulkner Lumber Company is no longer operating in the Damascus region. The Tennessee Lumber & Manufacturing Company, which has a band mill at Sutherland, will finish cutting out about Mar. 1 and will close down its band mill, but will leave a large amount of stock on the yards.

John T. Dixon of the John T. Dixon Lumber Company, Elizabethton, Tenn., one of the best known hardwood men in this part of the country, who formerly had extensive eastern interests, is critically ill in a Baltimore hospital.

LOUISVILLE

Within a very short time the Louisville Hardwood Club will celebrate the third anniversary of its formation. The club is now a healthy three-year-old, and commercially is approaching the prime of life. Since that memorable evening in 1908 when the hardwood manufacturers and wholesalers gathered together for the first time, the body has waxed strong and is now one of the leading organizations of its kind in the South. The enviable record of three years of practically unbroken weekly meetings has been established, and there is sufficient organization spirit in the club to keep it going at this steady pace three times three years longer.

By the time this issue of HARDWOOD RECORD reaches its readers a new president will be vested with authority in the Gateway City body. Club sentiment indicates Edward L. Davis of the Edward L. Davis Lumber Company as the new executive. Mr. Davis is ably qualified for leadership of the club and has been closely associated with every organization movement in the life of the association. J. M. Brown, retiring president, has refused to accept another term of office, although pressed by the members to do so. Mr. Brown has worked wonders for the club during [illegible] and has met every exigency in the best possible manner.

The Louisville Hardwood Club is deeply interested in recent advices which state that the decision of the Interstate Commerce Commission in certain cases laid before it by the club will [illegible] The complaints, backed by the club, although filed by individual Louisville firms, related to alleged rate discrimination against Louisville upon shipments to this city from the South, and embraced [illegible] Louisville to central territory. The complaints were filed before the commission about a year and a half [illegible] so that the commission [illegible] practically a [illegible]

T. M. and J. G. Brown of the W. P. Brown & Sons Lumber Company, this city, recently bought a one-half interest in the Robe-Lake Lumber Company, Memphis, Tenn. The Robe-Lake concern owns a valuable tract of 12,000 acres of oak and gum timber in Arkansas, on the Rock Island railroad seventy-five miles west of Memphis. Plans for the development of this property have not been completed. It is probable that it will be held for a time as an investment. New officers were elected after the recent transaction. They are as follows: M. A. St. John, president; J. G. Brown, Louisville, vice-president; T. M. Brown, Louisville, treasurer, and Leroy Olcott, secretary.

The dining-room furniture manufacturing plant of the Milton-Peter Company, at Fifth and Davies streets, was destroyed by fire last week. The loss is estimated at $36,000 and is fully covered by insurance. The one-story factory, a large dry-kiln, a warehouse containing a considerable quantity of finished material, and a yard of lumber were consumed.

C. C. Mengel of C. C. Mengel & Bro. Company has been appointed chairman of the transportation committee which will take charge of President Taft and a party of Louisville business men from this city to Hodgenville, Ky., on Lincoln Memorial Day, Nov. 14, when the President will lead the dedicatory ceremonies at the Lincoln birthplace.

The Consumers' Lumber Company has started business, with offices at 210 Keller building. This company was recently capitalized at $10,000, with A. W. Hill of St. Louis, Mo., as president, and is selling oak, poplar and ash from mills in Kentucky, Tennessee and Mississippi. J. A. Morgan is manager.

J. George Steinaker, sixty-seven years of age, prominent lumberman and a well-known citizen of Louisville, died at his home on Baxter avenue last week after a long illness. Mr. Steinaker was a native of Louisville and was engaged in the lumber business from his youth. For thirty-one years he has been president of the J. George Steinaker Lumber Company at Preston and Walnut streets, which has occupied its present quarters throughout that time. Mr. Steinaker is survived by his wife, a daughter and two sisters.

Former stockholders of the Kentucky River Poplar Company, at Frankfort, Ky., which failed some time ago, but whose affairs have been satisfactorily straightened out by the receiver, G. A. Roy, president of the Roy Lumber Company of that city, are reported to be planning the formation of a $5,000,000 corporation to take over a number of important lumber plants now operating along the Kentucky river in the eastern Bluegrass timber field. The properties to be taken over extend from Frankfort to Irvine; one at Irvine, two at Valley View, one at Tyrone, one at High Bridge, two at Ford and one at Frankfort. They represent an original investment of $2,000,000. The mills are working mostly upon poplar, with a good percentage of oak, rafting their product down the Kentucky and Ohio rivers to the market. W. J. Roberts was president of the defunct Kentucky River Poplar Company, and at the time of its failure it was rumored that Cincinnati (O.) capitalists would combine with him to gain the big controlling corporation.

The Cambria Coal & Lumber Company was incorporated at Lexington, Ky., recently and will maintain headquarters in that city. This company will engage in buying, selling and developing coal and timber lands. It is capitalized at $500,000. The incorporators are Charles S. Long, B. I. Price and A. P. Stephens.

NEW ORLEANS

S. C. Major, prominent wholesale hardwood dealer of Memphis, Tenn., was a recent New Orleans visitor.

Rudolph Lang, head exporter of [illegible] has left for Central America on a business [illegible]

W. A. Scott, with the Rees-Scott Lumber & Stave Export Company, this city, has returned from a vacation spent in Canada.

A. E. Johnson, secretary of the Mansfield Hardwood Lumber Company, Mansfield, La., has returned from a three months' visit to European countries. Mr. Johnson made the trip to better acquaint himself with the actual methods of marketing hardwoods in use there.

Anton Soeller, local hardwood lumber exporter with offices in the Metropolitan Bank building, has returned from an extended European trip, during which he visited practically all the principal lumber markets in England and on the continent. Mr. Soeller says he expects a marked improvement in foreign hardwood conditions and intends to enlarge his field in that line.

William Kerch of Indianapolis, Ind., general manager of the White Oak Lumber Company, Oak Grove, La., is in that city arranging for the closing up of the business affairs of his company prior to its closing its hardwood mill in that section.

ST. LOUIS

On Monday, Nov. 6, a hearing on the St. Louis rate matter will be held in the court house, this city, by an Interstate Commerce Commissioner. The various organizations of the St. Louis lumber trade will each be represented at this hearing by witnesses. Each will testify to the injurious effects of the freight rate advance on their respective branches. This will be the climax of the work done by the traffic committees of the Lumbermen's Exchange and the Lumbermen's Club under the guidance of Thos. E. Powe.

George McBlair, vice-president of the Lumbermen's Bureau and secretary of the Lumbermen's Exchange of St. Louis, has returned from a short visit to Chicago, principally on business for the bureau.

Messrs. Drayton and Walker, respectively lawyer and rate expert for the Lumbermen's Bureau, arrived in St. Louis last Saturday, and two conferences were held with the leading witnesses for the prosecution of the freight rate.

The home of Thos. E. Powe of the Thos. E. Powe Lumber Company, one of the most popular hardwood lumbermen in this city, was visited by the stork last week. A little Miss Powe was left. Mr. Powe was the recipient of the best wishes of his many friends on the occasion of the event.

The following is the report of the inspection and measurement of lumber by the Lumbermen's Exchange, for October, as furnished by George McBlair, secretary of the exchange:

	Feet.
Plain red oak	112,156
Plain white oak	94,021
Quartered red oak	3,881
Ash	18,477
Poplar	6,494
Cypress	87,417
Maple	37,614
Gum	137,835
Birch	3,372
Hickory	26,000
Pecan	5,360
Hackberry	1,511
Fir	11,342
Yellow pine	23,284
Total	568,964

On Oct. 24, Louis Werner, who retired from the lumber business some months ago and went to Europe, returned home from an extended trip during which he spent much time in France, looking after his stave business, from which he has not retired, and then went to Budapest, where his father still lives at a ripe old age.

Mrs. Sophia Hageman Smith, wife of Charles H. Smith of the C. H. Smith Tie & Timber Company, died last week from the effects of a stroke of paralysis that occurred Oct. 19, while she was apparently in perfect health. She was

a native of St. Louis and was fifty years of age. She was the daughter of the late Frederick Hageman, and married Mr. Smith thirty years ago. She is survived by her husband and three children. Interment was in Bellefontaine cemetery, St. Louis.

ASHLAND

Vansant, Kitchen & Co., who operate the largest double band mill in Ashland, have started a new six foot band mill in Letcher county, Kentucky.

James Kitchen of the Wright-Kitchen Lumber Company has returned from a visit to his farm near Lexington.

The Sliger Lumber Company, Huntington, W. Va., is installing a band mill in its plant which will replace a circular.

Giles Wright and family are on an automobile trip through Kentucky.

The General Lumber Company of this city has begun operation at its saw mill.

The Whisler & Scearcy Company, Ironton, O., started work at its plant this week.

M. Covenent, London, England, hardwood dealer, visited the Ashland trade this week.

MILWAUKEE

Articles of incorporation have been filed with the secretary of state by the Monarch Account Cabinet Company, Manitowoc, capital, $1,000; incorporators, John W. George, Joseph J. Kuffel and Albert C. Tonelli. The Milwaukee Store Fixture Company, Milwaukee, capital, $3,000; incorporators, Cornelius Van der Heyden, Albert Rosynek and Bernard Londkowski. The Main Creek Lumber Company, Ingram, has filed notice of dissolution.

On account of the scarcity of veneer logs, the Merrill Veneer Company has been compelled to close its plant until new logs come in. The mill has been running full time during the last season and all of last year's logs have been cut.

It is said that the veneer plant at Glidden may be bought by Marshfield and Milwaukee capital and run again. The plant has been used for the extensive manufacturing of veneer, excelsior, furniture, etc. and the new owners would produce the same things.

The reorganized Two Rivers Woodenware Company is running with about 400 hands. F. C. Conant of this city has the management of the new organization. The company manufactures veneer, pails, tubs, etc., but will install special machinery to utilize all present waste.

After forty-five years Bruno Vinette, last of the old time Chippewa loggers, has sold out his business to the Pigeon River Lumber Company for $30,000. This includes everything Vinette owned in the way of logging, including a 300-foot dock on Lake Superior and an unfinished tract at Grand Marie, Minn.

The Page & Lyon Manufacturing Company of New London, which has been manufacturing beehives and beekeepers' supplies for the last thirty years, is in the hands of a receiver, Julius F. Kenkel of New London, having been appointed by the creditors.

The plant of the Brillion Manufacturing Company, recently destroyed by fire, will be rebuilt. The company will erect a mill of the latest design.

SAGINAW VALLEY

Hardwood lumber business is brisk. There has been no weakness in prices, demand has been active. Dry stocks of lumber are light, particularly in the grades most called for.

Frank Buell is running five logging camps on the Haakwood branch of the Michigan Central-Mackinaw division, and cutting and shipping 12,000,000 feet to Bliss & Van Auken, Saginaw, mostly maple, and about the same quantity to the Kneeland, Lunden & Bigelow Company, having sold his interest in the mill at Bay City operated by the last named firm. Mr. Buell, aside from his activities in eastern Michigan, is operating a large lumbering plant in North Carolina.

The Knapp & Scott sawmill at Bay City is running day and night cutting lumber for the Hanson-Ward Veneer Company. The latter plant is having a good business and is handling a large amount of stuff. The timber comes by rail from the David Ward estate. The estate is also operating a large sawmill at Frederic.

The Walsh Manufacturing Company has rebuilt its heading plant at Frederic, north of Bay City, burned some months ago, and has added a hardwood sawmill to the outfit. The new plant is more improved and has larger capacity than the old one.

The usual quantity of logs will be cut this winter for the supply of the mills on this river. These firms, as well as other large firms north of the river, aside from the logging on their own account, buy all the logs they can from small jobbers who put in small lots.

The Kneeland-Bigelow Company shipped out 3,500,000 feet of mixed lumber during October.

The Richardson Lumber Company, Bay City, is running ten hours a day and runs the year through. Its logs come by rail from the North. Business has been fair for the company during the season.

W. D. Young & Co.'s large plant is running full time. The sawmill was closed down some time for repairs. The company is handling about 250 cars of logs a week. A good portion of the flooring output is exported, the company having customers who contract for stock the year through.

The Gates sawmill at Bay City is cutting 3,000,000 feet of logs for the Lobdell-Churchill Company of Onaway, and may obtain other contracts when the present job is finished.

CADILLAC

The Cadillac Handle Company has bought the right of way of the Harbor Springs railroad, operated by E. Shay & Sons. The Shay concern will continue to use the road during the winter, but will remove the rails and machinery in time to give possession June 1, 1912, to the handle company. The Cadillac Handle Company has large timber interests in Emmet county tributary to this road and it purposes to lay a broad gage track over the right of way and will ship its logs to the Grand Rapids & Indiana track by way of Harbor Springs instead of by Pellston, as heretofore, which will improve the services greatly.

F. A. Diggins has been entertaining Arthur G. Cummer of Jacksonville, Fla., and they have been in the woods hunting.

W. W. Mitchell of Cobbs & Mitchell, Inc., and Charles T. Mitchell of Mitchell Bros. Company are hunting moose in the Blind River (Ontario) territory as the guests of S. O. Fisher of Bay City.

Joseph Murphy of Murphy & Diggins, Bruce Odell of Cummer, Diggins & Co. and John Wilcox of the Wilcox Bros. Company are hunting deer in Dickinson county, Michigan.

Murphy & Diggins's mill is running an extra quarter to complete an extra cut of logs for Vern Baker.

The Mitchell Brothers Company's camp will be moved thirty miles north, where woods operations will be resumed in a few weeks. One-half of the big planing mill of this company at Jennings has been closed for improvements and repairs and afterwards the other half will be closed for the same purpose.

L. J. Smith's egg case factory at Eaton Rapids has doubled its capacity and working force and has resumed operation after being closed three months for general repairs and installing of a new water power plant and factory equipment.

A merger has been completed of the Grayling Lumber Company, the Standard Tie Company and the Desha Land Company of Detroit, to be known as the Grayling Lumber Company. The capitalization of the company is $1,150,000 common and $450,000 preferred, and a bond issue of $1,200,000, for which the Security Trust Company of Detroit is trustee, has been arranged for. The appraisers place the value at $3,350,000 on the combined property, which included 600,000,000 feet of standing timber on 95,000 acres of land in Louisiana and Arkansas. There is a large mill plant at Monroe, La., and other mills at Arkansas City, Ark. O. S. Hawes, R. Hanson and D. M. Kneeland are now in the South looking after the property.

The Hardwood Market

CHICAGO

General quiet conditions exist in the Chicago market, although streaked with an occasional big sale on confidential and usually "unmentionable" terms. The situation does not differ materially from that which has prevailed for the last two months. Many local jobbers report their stocks very low, and some advise that they are sold far into next season.

Firsts and seconds and No. 1 common in nearly all hardwoods are moving fairly well, but there is a slow market sale in No. 2 and No. 3 common.

Local veneer and panel manufacturers and handlers report fairly satisfactory business in the way of volume, but all complain about their inability to secure values that are profitable. Some particularly desirable sizes and varieties of panel stock are commanding a little higher price than usual, but still the entire range of veneer and panel prices is ridiculously low.

Local dealers regard the outlook in a very optimistic way, and are fully of the opinion that business conditions will shortly improve to such an extent that a larger volume and more satisfactory prices will prevail.

NEW YORK

Buying is still largely confined to actual wants, but supplies of good lumber are far enough below normal to keep prices very firm. Stocks in the hands of buyers in the yard and local manufacturing trade are low and these conditions at both ends of the line insure firmness of prices for some time. Low-grade hardwood is more plentiful, but the scarcity and high price of good-grade lumber is giving the lower grades a freer movement. The flooring trade is active. A good deal of flooring is moving and prices are satisfactory. The export movement of lumber also is free. Piano and furniture manufacturers are buying less this year than usual because of dullness in demand for those specialties.

BUFFALO

The improvement that began with last month in the hardwood trade continues and most dealers report better inquiry for various sorts of lumber. Business is not fully up to expectations.

[illegible] satisfactory and compared favorably with the same month of last year. Plain oak, maple and birch are still among the woods in demand, dealers [illegible] and regard it as a wood that has been selling too low, considering [illegible], and is getting nearer to its approximate value. Ash and chestnut are in fair demand and elm is getting its share of attention. Basswood continues quiet.

PHILADELPHIA

There is no appreciable change in the hardwood situation in the last fortnight, and it is the general opinion that none of a positive character may be expected until after January, 1912. Stocks of the better grades are well controlled and the manufacturers avoid piling up their yards until demand improves. Buying continues from hand-to-mouth and for immediate needs. On account of car shortage in many quarters, the shipping of goods is subject to more or less delay. A greater activity in the eastern textile mills of late has been of benefit to the box makers, whose business has been considerably interrupted for some time. There has been a drop in sales in the boot and shoe factories, however, owing to a raise in prices, which naturally will affect the box man and the box lumber. Building work is gradually falling off, and although supply houses are still rushed, it is on old contracts which will keep them busy well into the winter months. Other hardwood consuming industries are moving along evenly, but purchases are of a compulsory nature rather than from any inclination to stock up. It is the belief that no one cares to increase the pile before the time of stocktaking, but whatever the intention, stocks remain low, and replenishing will no doubt be necessary after the first of the new year.

PITTSBURGH

Railroads are buying more lumber and paying better prices than for some time. Factory trade is improving. Government work is calling for large requisitions of big hardwood sticks. The market for furniture stuff is opening up as fast as the manufacturers consume the stocks that had accumulated before the strike. Ties are selling actively. Yards are buying stock only as they need it. Prices are much firmer than at any time since last spring. Only the low-grade lumber is accumulating. All good stock finds a ready market or is being held by manufacturers pending better business conditions generally.

BOSTON

This market is still unsatisfactory. Some dealers have had a fair volume of business but they admit that they have been obliged to work harder than ever before to bring about this result. Salesmen who travel outside of New England appear to be getting more inquiries for stock than are coming in unsolicited from nearby trade. This may be due to the fact that the distant trade is not worked as hard as that nearer home. During the last few days there have been more inquiries for the higher priced hardwoods but no large demand is reported. Prices in most instances continue well held, even though demand is not brisk. Buyers continue to postpone [illegible] where they can. The consuming manufacturers generally are [illegible]. A few of the chair manufacturers have been doing a large business and have been obliged to work overtime to keep up with their orders. Piano manufacturers are fairly busy.

The call for plain oak is moderate. Manufacturers are holding prices fairly well. Quartered oak, especially inch stock, is still easy and in large offering. A little better inquiry has been reported for 1¼ and 1½ inch stock. Poplar is held with more firmness. A few weeks ago some sales were made at marked concessions, which led to the belief that prices would be lower, but the market is again steady. Ash has been moving slowly of late. One dealer reports more call for cherry.

BALTIMORE

An appreciable improvement in business appears to have set in and most of the hardwood manufacturers and dealers are hopeful regarding the outlook. In some directions an advance in prices has also taken place, especially in oak, some grades of which are materially higher than they were last spring. Increasing interest in export stocks is manifested, which is attributed to reduced supplies not less than to an expansion in reqirements. Under the conditions that prevailed during a large part of the year the shipments fell off until they ceased to keep pace with the distribution, the result being that stocks were gradually reduced until they seemed inadequate to meet probable wants, with an actual famine in prospect. This made foreign buyers disposed to raise their bids and also influenced them to relax somewhat their rigid requirements, which the shippers found themselves unable to meet. The larger forwardings have relieved the pressure at home to a material extent. Domestic demand also is increasing, and prices are advancing. High grade wide poplar still fails to bring the returns which producers think such stock should bring, but the lower grades are in good request, with the quotations just a little higher than during a part of the summer. The competition at producing points is less active of late, which helps the wholesaler, who is enabled to secure his supplies at lower figures, while he is able to place them on slightly better terms. Stocks are relatively small. No extensive accumulations exist in any direction, and oak and other hardwoods are moving with sufficient freedom to take up the output of mills.

COLUMBUS

Little change has taken place in prices in central Ohio during the last fortnight. There is a steady demand from the yards and from manufacturers, although neither are buying ahead, the policy being to buy only for immediate needs and wait for satisfactory quotations. One of the best features is the better demand from furniture factories. Retailers are buying steadily but moderately, although their stocks are very short throughout the territory covered by Columbus jobbers and manufacturers. Favorable weather has aided building operations and the demand for finish and flooring stocks has been brisk. There is a scarcity in the supply of hardwood flooring and one jobber announces a general advance of $3 a thousand on oak.

Prices have ruled firm in every grade and the indications are that they will so continue. Reports show a good demand for the lower grades, although the better grades are still the more active.

CINCINNATI

Conditions in this market are [illegible] factory, although operators regard business as still below normal. Furniture manufacturers are buying more freely, but mostly in small lots. Lack of confidence in conditions is in evidence among consuming manufacturers, which causes conservative buying, but as collections are good it is thought that conditions will soon [illegible] normal. Demand for oak in the manufacturers' grades is active, the sales being mostly of common and better in quarter-sawed oak, and little inquiry for highly figured stuff. Plain oak, white and red, good, dry stock, is somewhat scarce. Ones and twos of both quarter-sawed and plain oak are in a light demand. The call is principally for red and red and white mixed. Heavy oak timbers, car stock and ties are in good demand. Chestnut is moving very well, and demand for manufacturers' grades is brisk. Inquiry for long ones and twos is fair. Rough, heavy and low grades are in fair demand. Red gum, top grades, is in fair demand, with active inquiry from the furniture trade. Saps and common are in brisk demand, with a shortage of supply indicated. Ash for furniture and wagon stock is in steady call. Heavy white ash is in fair movement to the wagon trade. Stocks are in fair shape to meet present demands. Hickory continues to move steadily to the wheel and shaft trade, but the supply is scarcely equal to the demand, a good deal of stock presented not being satisfactory. Manufacturers' grades of poplar is moving fairly, and there is a fair demand for box boards. Panel stock is in fair demand. Wide auto stock is plentiful and some sales are being made, but prices are low and very unsatisfactory. Basswood, cottonwood, buckeye and other hardwoods are in fair movement. Buying for export trade is fair, and there is a good demand for oak boards. Walnut is moving fairly. Ash is in good demand. Red gum is receiving fair attention. Walnut logs for export are scarce and demand active.

TOLEDO

Almost everything in the hardwood line is quieting down, and the movement generally is low. Local stocks are well filled and dealers are buying nothing except to fill in. There has been but little export demand recently and shipments have been curtailed somewhat. Furniture plants have bought considerable hardwood and are finding a fair demand for their output, and other manufacturing concerns are operating to some extent, but there is little life in the trade. Plain oak is moving fairly well at about $53, and the quarter-sawed is selling at $75 to $78. Hickory is in some demand from bending concerns, and the scarcity holds prices well up. In fact, all hardwood prices are well maintained, but it would not come as a surprise if there should soon be some decline in some lines. Box materials are plentiful and the demand is dropping off somewhat. The building end of the business is holding up and there is still a large amount of building business which will furnish a market for hardwoods all winter. Indications point to an early spring opening if weather permits, as many large contracts have been signed for the coming of the new season. Railways are handling all shipments promptly.

MEMPHIS

Demand for hardwood lumber is moderately active, but prices show little change. There is a striking absence of big orders but a majority of the trade are kept reasonably busy, and the aggregate turnover is large enough to keep the trade in good humor and extensive enough to justify manufacturing on a somewhat larger scale than has been witnessed at this time for several years. Production has been full the last few weeks and there has been practically no increase in stock, which shows that the off-take is approximately as large as the output of the mills in this city and section. Demand for plain oak, red and white, is very good and prices are well maintained. Quartered red oak is bringing fair prices and is in moderate call, but there is still complaint regarding the slowness of quartered white as well as regarding the comparatively low prices obtainable therefor. There is

some irregularity in the movement of cypress. The lower grades of cottonwood and gum are in more active demand and prices show some firmness. The box business is good and this is proving to be a stimulating influence. There has been virtually no change in red and sap gum in the upper grades, while cottonwood, firsts, seconds and box boards, is moving about the same as recently. Export business continues quiet.

NASHVILLE

Demand for all grades is normal. Some manufacturers report the volume of business beyond that of 1910, and some declare that their business for October this year was the best they have had since 1907. During the last two weeks there has been a fair volume of trade and prices have ruled steady. Plain oak is still in the lead as to demand and there seems to be hardly enough of this grade to meet the demands. Poplar also continues in good demand. Quartered oak is still slow. Ash, red gum and chestnut are moving well. There is a scarcity of hickory in some dimensions, which are at a premium. Factory demand for hardwoods shows some improvement, largely due, it is claimed, to activity among the furniture makers. Good orders are coming also from foreign markets. London and Liverpool have been receiving light exports from this market. Vehicle makers are expected to get busy soon. Box factories are doing a good business. Hardwood flooring business is very active and is becoming more and more an important factor on this market. Railroads are placing scattering orders for new equipment. Fall business has been somewhat disappointing, especially in view of the fact that stocks are low at distributing points and in the hands of the consuming factories.

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KNOXVILLE

Knoxville hardwood men are all busy filling orders, which are increasing steadily. Demand for low grade dry oak is above normal, and country stock is rapidly being bought up by the consumers to get supplies well in hand before the bad weather sets in.

Reports of several large sales of low-grade poplar make things look better, as it has been the hardest seller in this vicinity for the last few months. Thick oak and thick poplar are much sought, and the demand at present seems greater than the supply.

A large amount of building is being done in this city and it shows no signs of slackening. The railroads are buying considerable stock, and all the furniture and mantel factories are running on full time.

BRISTOL

The general belief is that the hardwood business of this section will at least hold its own for a while and that it will improve after the first of the coming year, if not sooner. Shipments of late have been fair. Most of the mills are running and there is an unusually large stock on the yards.

INDIANAPOLIS

The local hardwood situation has changed little during the last two weeks. Demand is about normal for the time of year and prices are well maintained. Better weather conditions have brought about a slight improvement in trade and increased activity is looked for. Some large contracts are expected soon for interior hardwood finish, as contracts are about to be let for several large office and hotel buildings, to be erected during the winter. Common oak is bringing good prices.

EVANSVILLE

Business in the local hardwood market is growing more satisfactory. October closed well for most of the local concerns and better business is expected this month. Quartered oak continues a little slow, although it has shown some strengthening during the last fortnight. Local stocks of quartered are about normal, but one or two local mills have short stocks, especially in No. 1 common. Prices are well maintained, the general opinion being that demand will increase. Quartered oak flooring strips are in good demand, the result of the active building season, but it runs to clear strips, demand for common being slack. Plain oak is still in good demand.

LOUISVILLE

Improvement has been noted in the Louisville hardwood market in the last two weeks and buying is satisfactory, although during the latter part of October conditions were far from good. Furniture manufacturers and other consumers show strong inclination to buy for delivery within the next six months. This tendency to stock up augurs well for the winter's trade. Quartered oak has shown some improvement during the last fortnight, but other lines seem to be at a standstill. Plain red and white oak are good, steady lines and poplar is in fair demand. Mahogany maintains a good position.

ASHLAND

Conditions in this market have not improved in the last week. Shipments have been delayed by bad weather and shortage of cars. Prices are firm and inquiry good, but new business is not up to expectations. Plain oak continues to find a market as fast as in condition for shipment. Quartered oak is unchanged.

ST. LOUIS

While considerable disappointment is felt by the hardwood dealers at the small volume of business coming in, trade is considerably better than it was earlier in the season. Ever since the middle of summer there has been a gradual increase in the amount of business. It has not, however, reached the volume expected. September was a quiet month with a majority of the hardwood dealers, but since then there has been improvement. The October showing was much better. Inquiries are more numerous and it looks as if this month will show still greater improvement. Orders for plain oak, red gum and some items on the poplar list are coming in. There is little change in quartered oak and the handlers of this item are disappointed. Ash also is quiet.

NEW ORLEANS

Export business is improving and orders are coming in more freely and the demand increases steadily, and exporters are much encouraged. Under the adverse conditions, the firm tone of the market augurs well. Manufacturers report a fairly satisfactory volume of business. Improvement in demand is looked for this month. Stocks at the mills are not large and with a reasonable market many items in all grades should soon be exhausted.

MILWAUKEE

Hardwood business is beginning to show signs of slowing up, but trade during the last two weeks has been satisfactory. Local wholesalers predict that business will continue fair until December, at least, although this depends largely upon weather conditions. Building has been very brisk this fall and many operations are still under way. It is predicted everywhere that there will be very little dry hardwood stock to carry through the winter and that there will be a shortage in many lines next spring, long before the new stocks are ready in April and May. Demand for all grades this season has been good and stocks seem to be low even in No. 3 lines. Reports from the northern lumber country indicate that the cut of hardwood this winter will be larger than usual, especially where it can be cut without molesting the hemlock. Demand for low-grade hardwood has increased considerably this fall, and even low-grade basswood is scarce, due largely to the fact that the box factories are buying more liberally. Maple flooring stock is moving rapidly. Plain and quartered oak is holding strong, and birch, especially the upper grades, is scarce, and in some instances higher.

SAGINAW VALLEY

Dry maple is twenty-five per cent below what it was this time last year in available stocks and the market for first and second grades is strong. Basswood was dull during the summer but lately the movement has picked up and there is a good demand for first and second grades, No. 1 and No. 2 common. The output of birch is limited, but there is a strong market at firm prices. Stocks of dry beech are reported very scarce. The small output of ash lumber is firm at good prices. While all the mills are in operation, there does not appear to be an overstock of any item, and beech and maple particularly are much lighter than usual.



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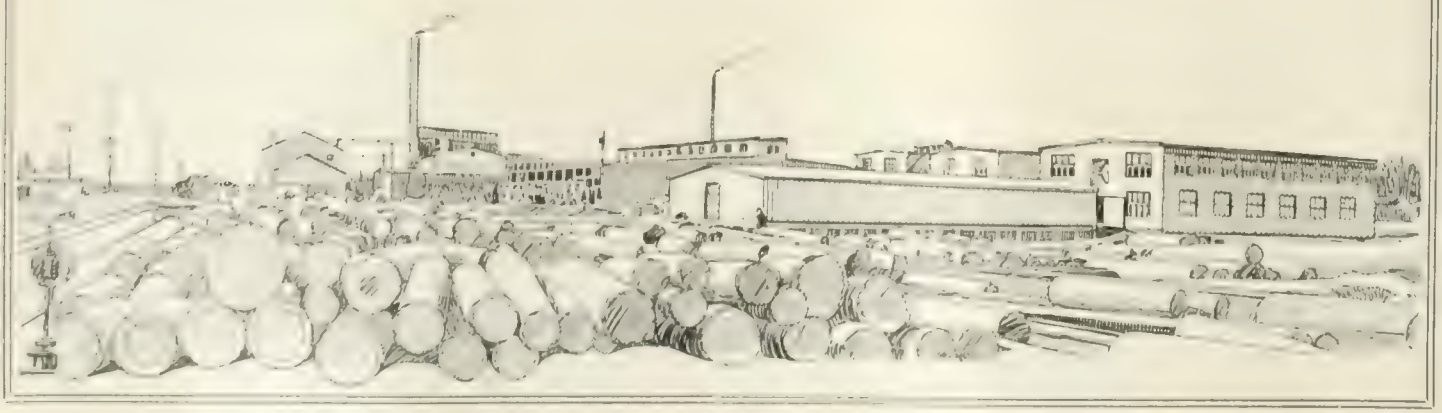
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Faust Bros. Lumber Company 20
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Hadentine Lumber Company 18
Hurd, O. P., Jr., & Co. 7
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Keys-Walker Lumber Company
Logan-Maphet Lumber Co 11
Maples Lumber Company 11
McFarland, Thos., Lumber Co. 7
Radina, L. W. & Co. 14
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Duhlmeier Brothers 14
Huddleston-Marsh Lumber Co. 6
Keith Lumber Company

Luehrmann, Chas. F., Hdwd. Lbr. Co. 20
Maley, Thompson & Moffett Co. 15
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Palmer & Parker Co. 17
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Salmon, Hamilton H., & Co. 17
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Lumbermen's Mutual Ins. Co. 1
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Pennsylvania Lumbermen's Mutual Fire Ins. Co. 1
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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20c a line
For two insertions..... 35c a line
For three insertions..... 50c a line
For four insertions..... 60c a line

Five words will be counted as one line. Heading counts as two lines. No display or extra headings can be admitted.

Remittance must accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

PRACTICAL HARDWOOD LUMBERMAN

wants position. 15 years an employer. Experienced all branches stump to consumer. Age 32; married, sober, reliable, and a worker. References. Address

BOX 112 care HARDWOOD RECORD.

EMPLOYES WANTED

SALESMAN WANTED.

We want a hardwood salesman for central Pennsylvania territory, one who is strictly sober and attentive to business, and plugs hard for results, with an expectation of making himself permanent in the position. Address, giving full particulars in first letter,

BOX 111, care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

4,500 ACRES SOUTHWEST

timber land. 38 million feet, mostly oaks, bottom land. No overflow. 1½ miles from railroad. Fine large thrifty growing timber, and very valuable. When cleared, land will sell for $40 per acre and more. $15 per acre. Good terms. Map and details on application. Address

BOX 114 care HARDWOOD RECORD.

TIMBER LANDS WANTED

WANTED—FROM OWNERS ONLY.

A good sized tract of hardwood; describe timber fully, with estimated quantity and kinds. State location and cash price, to receive attention. Address

"BOX 113" care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

FOR SALE

[illegible] Hickory Handle Squares, [illegible]

E. DUNSTAN, Winona, Miss.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

FOR SALE.

10,000 mulberry posts. Can be cut to size to suit trade.

AMERICAN FOREST CO., Portland, Ark.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

PLOW AND WAGON STOCK

1 carload plow handle strips, hounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE.

Several cars of persimmon wood, either in log lengths or billets.

AMERICAN FOREST CO., Portland, Ark.

BLACK WALNUT FOR SALE

40 to 60 M. ft. sawn to suit purchaser, or in logs 18" to 30"x8' to 24'.

L. P. HOLMES, Frankfort, Kansas.

FOR SALE

1 car White Ash Strips ⅞"x1"x30", ⅞"x1¼"x30" and ⅞"x1½"x30".

S. N. BROWN & CO., Dayton, Ohio.

WANTED

to hear from parties requiring quarter-sawed White Oak Flitches. Address

"BOX 107," care HARDWOOD RECORD.

POPLAR AND OAK.

1x4" No. 1 Common Poplar..... 50,000 ft.
1x5" No. 1 Common Poplar.....275,000 ft.
1x6" No. 1 Common Poplar.....220,000 ft.
4/4 No. 1 Common Poplar.....300,000 ft.
6/4 No. 1 Common Poplar.....120,000 ft.
6/4 No. 2 Common Poplar.....110,000 ft.
5" No. 3 Poplar Bev. Siding..... 300,000 ft.
4" No. 2 Poplar Bev. Siding.....220,000 ft.
4" No. 3 Poplar Bev. Siding.....170,000 ft.
5/4 No. 1 Com. Plain Red Oak..... 150,000 ft.
6/4 No. 1 Com. Plain Red Oak..... 92,000 ft.

THE M. B. FARRIN LBR. CO., Cincinnati, O.

MACHINERY FOR SALE

FOR SALE

One 18x42 Corliss Engine in good condition, ready for delivery after January 1, 1912. Can be seen in operation at our factory, 1237 Belmont Ave., Chicago, Ill.

MEARS-SLAYTON LUMBER CO.

WANTED—TO SELL.

a 60 H. P. steam boiler and engine. Must be in good [illegible] with

THE DEFIANCE CARRIAGE CO. Defiance, O.

LUMBER WANTED

WANTED—OAK TIMBER AND PILING

3 and 4-inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED TO BUY.

2 cars 6/4 log run birch.
5 cars 4/4 No. 1 common chestnut, 50% 14 and 16 ft. lengths.

DUHLMEIER BROTHERS, Cincinnati, O.

WANTED—LOG RUN HICKORY.

Green or dry, 8/4 to 12/4.

THE ATLANTIC LUMBER COMPANY,
National Life Chambers,
Toronto, Canada.

LOGS WANTED

LOGS WANTED

Hard Maple Logs 22 inches and up diameter top end, 10 to 16 feet long; Rock Elm Logs 12 inches and up diameter top end, 15 to 30 feet long. Will accept logs at point of shipment when three or more carloads are ready for inspection.

THE BRADLEY COMPANY, Hamilton, Ont.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.

C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

HICKORY, OAK, WALNUT

Butternut, Ash and Basswood Logs for sale.

Address F. E. FOSTER, Iowa Falls, Iowa.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash.

E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

BUSINESS OPPORTUNITIES

FOR SALE.

Interior finish factory, well established, with electric driven modern machinery and dry kiln, capacity $100,000 production annually. Located in Indianapolis, Ind., on Belt Line railroad, in rented building, 20,000 sq. ft. floor space. Two acres land, rent $1,200 per year. Price for machinery and good will $7,500. Plant suitable for furniture, millwork or veneered doors. Address

"BOX 116," care HARDWOOD RECORD.

PARTY OWNS WOODENWARE

plant of four lathes, well equipped and with extra good kilns; timber resources and financial affairs first class, but on account of other business can not give it proper attention.

To right party will sell smaller or greater interest at reasonable price, but he must be man of ability and able to take entire charge.

This offer will stand strictest investigation as well as parties owning it. Address

"BOX 117," care HARDWOOD RECORD.

A GOING LUMBER BUSINESS

In the Republic of Panama:

We offer for sale at a very low figure, one of the choicest mill and timber propositions in the Republic of Panama. It is a going proposition and consists of mills, railroad and equipment, logging outfit, buildings, boat, barges, etc., and a tract of the finest hardwoods to be found in that country, which will cut from 1½ to 2 billion feet. This proposition is located on navigable water. The entire cut can be contracted at good prices. This proposition is worthy of attention and will stand the closest investigation. Shall be glad to furnish further data on request.
J. W. ROBINSON, Wells Bldg., Milwaukee, Wis.

OPERATING COMPANY

A company having a highly efficient operating organization of experienced men and owning a complete double circular mill of 35,000 ft. daily capacity, and also logging outfit of locomotive, log cars, wagons, teams, etc., would like to get in touch with owner of large timber tract where plant could be located and operated on percentage of earnings basis; or would pay for stumpage as cut.

The very best references given and required.
Address "BOX 125," care HARDWOOD RECORD.

FOR SALE

Saw Mill and Lumber Yard in good live town. 420 acres good timber. For particulars address
R. M. BRADFORD, Bradfordsville, Ky.

WANTED—CONTRACTOR

From stump to car. Hardwood tract. 10,000 acres. Location, Virginia, on Norfolk & Western R. R. Will cut 5,000 feet to acre. Applicants must have good financial standing. Give references when writing. Address
HARRY R. WARFIELD, Morgantown, W. Va.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

IF YOU WANT

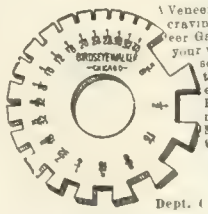
competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on water proof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

¶ HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ¼ inch INCLUSIVE. Wake up to this opportunity. Price only $1.00 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 38.

Dept. (WALKER BIRD'S EYE

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
1508 MASONIC TEMPLE - CENT. 3825

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.
GENIO WALLACE
Storage Yards — 1436 Cherry Ave.



"THE TOTE BOY"
What would we do without the "Tote Boy"? He's always on the job. From peeling "taters" to bringing out the noon grub—a thousand and one duties, well done each day. He makes camp life run smoothly.

Atkins SILVER STEEL Saws

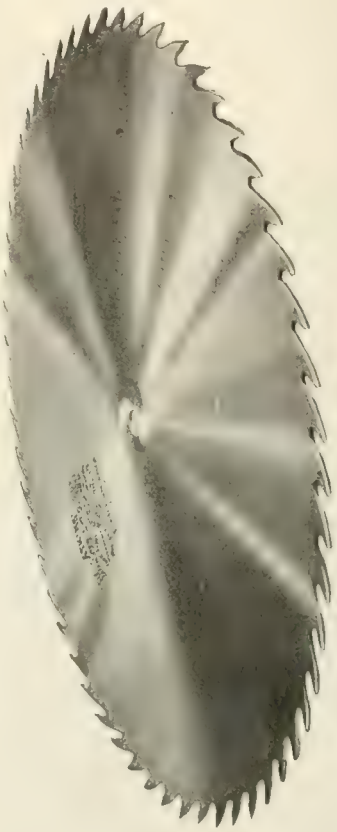
Make the **Mill** run smoothly. They make **long** runs with **few** stops. They stand up to their work. They reduce the cost and **increase your profits.**

Circular Saws
Inserted Tooth and Solid Tooth for all purposes.

Band Saws
All sizes and specifications.

Cross Cut Saws
Segment Ground and made of SILVER STEEL

Machine Knives
General Selling Agents for Covel Filing Room Machinery.



We are the exclusive patentees and manufacturers of the Ideal Swage. Unquestionably the finest tool for this purpose. Write for full information. Your filer should be posted.

Let us help you increase your profits. Buy ATKINS SILVER STEEL SAWS the next time. Order from your usual source of supply, but specify ATKINS. If they will not supply you, then write to the nearest address below.



E. C. ATKINS & CO., Inc.
The Silver Steel Saw People
HOME OFFICE AND FACTORY, INDIANAPOLIS, IND.
Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle. Canadian Factory—Hamilton, Ont.

ECONOMY IN SKIDDING OPERATIONS

will interest you, so will the

Russel Combined Skidder and Loader



WE shall be pleased to furnish you actual data of operations from loggers who have thoroughly tried out these machines and are satisfied with them in every respect, or give you their names so you can investigate before buying your equipment. This machine is an innovation in logging equipment. It reduces loading and skidding to a science and the cost to a minimum.

RUSSEL LOGGING CARS

RUSSEL WHEEL AND FOUNDRY COMPANY
DETROIT, MICHIGAN

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH

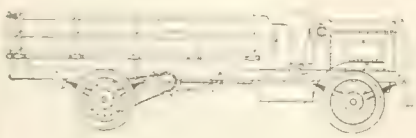


LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

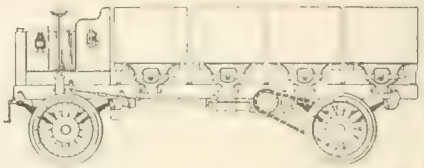
Branch Offices
CHICAGO SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER

ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

LONGEST BROS. COMPANY, Inc. **LOUISVILLE, KENTUCKY**

ELEPHANT RUBBER

BELTING

AIR DRILL AND AIR TOOL

HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

SELLING AGENTS

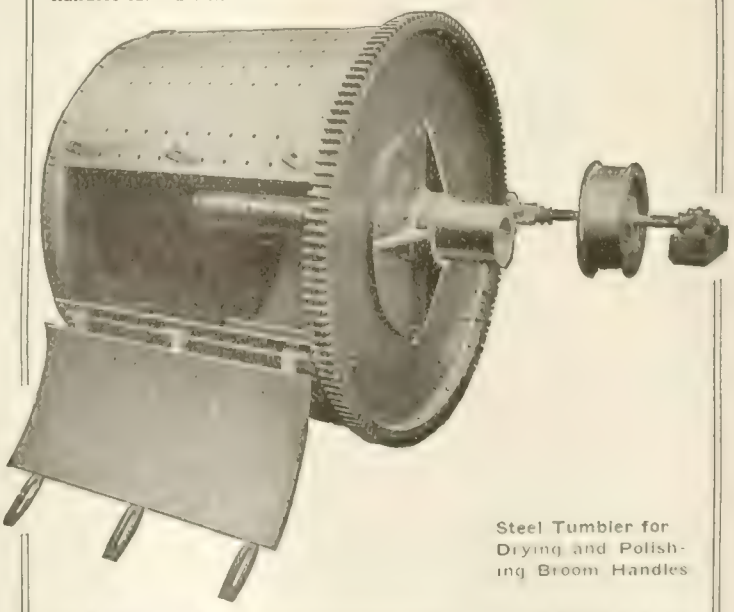
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

230 Randolph Street, CHICAGO
ESTABLISHED 1882

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with [illegible] at the end and separate tenders are best adapted to operate on sharp curves where long logs must be made. These machines [illegible] and can be run backwards [illegible] danger of derailment.

BRANCH OFFICES

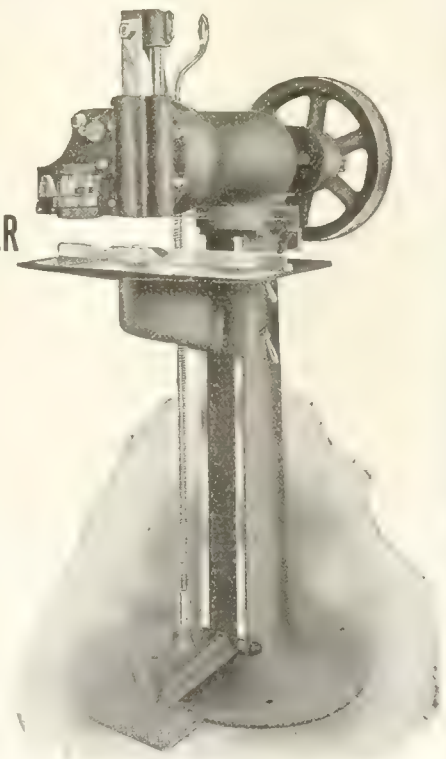
NEW YORK, N. Y., Hudson Terminal. CHICAGO, Ill., Railway Exchange.
ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Spalding Bldg.

Cable Address:—"Baldwin, Philadelphia."

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

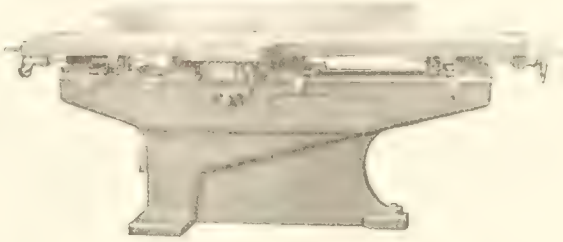
Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

H B SMITH MACHINE COMPANY SMITHVILLE, N.J.



A Model Hand Planer or Jointer

The New Smith Hand Planer embodies important improvements which increase its capacity and reduce cost of operation.

The Box Form Frame is a single casting resting on three feet and it cannot be twisted out of line by changing floors.

The New Round Safety Cutter-Head is made of high grade crucible steel, carries two self-hardening knives on two sides and is slotted on the other two sides for projecting cutters. So far as we know, ours is the only Safety Cutter-Head made in this manner.

The Smith Planer

Handles both long and short material with equal facility. Guide adjusts entirely across the table; adjusts to an angle of 45 degrees for bevel planing and it may be set diagonally.

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75,000' 1st & 2nds, 7" to 12"
16,000' 1st & 2nds, 18" and up
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24,000 Box Boards, 13" to 18"
Small percent 7" to 12"
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We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

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IN STOCK FOR IMMEDIATE SHIPMENT
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SPECIAL PRICE TO ANYONE WHO CAN USE THE LOT

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500	Pcs.	10	5	16X15¼	300	Pcs.	7¾X19
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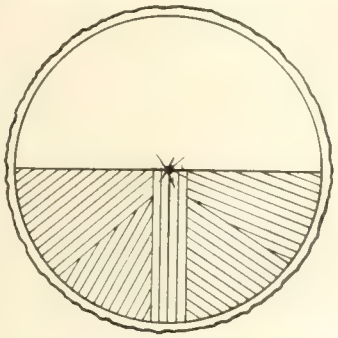
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5/4 Plain White Oak	1s and 2s	1 car
5/4 Plain White Oak	No. 1 Common	1 car
4/4 Qtd. White Oak	1s and 2s	1 car
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4/4 Poplar	No. 1 Common	2 cars
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All of the above is manufactured from the famous Tennessee Valley timber. *PRICES ON APPLICATION*

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1 car 2" No. 1 Common Ash.
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2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

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WHERE THE FINEST NORTHERN HARDWOODS GROW

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We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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500,000	feet	6	Hardwood Grain Door Boards
900,000	feet	1"	No. 3 Common Hard Maple
19,000	feet	5/4"	No. 3 Common Hard Maple
12,000	feet	8/4"	No. 3 Common Hard Maple.
600,000	feet	4/4"	No. 3 Common Birch
250,000	feet	5/4"	No. 3 Common Birch
28,000	feet	6/4"	No. 3 and No. 3 Common Birch
100,000	feet	4/4"	No. 3 Common Soft Elm.
100,000	feet	6/4"	No. 3 Common Soft Elm.
54,000	feet	6/4"	No. 2 Common and Better Soft Elm
65,000	feet	4/4"	No. 2 Common and Better Soft Elm Jackets.
200,000	feet	8/4"	No. 2 Common and Better Rock Elm.
40,000	feet	8/4"	No. 3 Common Rock Elm.

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Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

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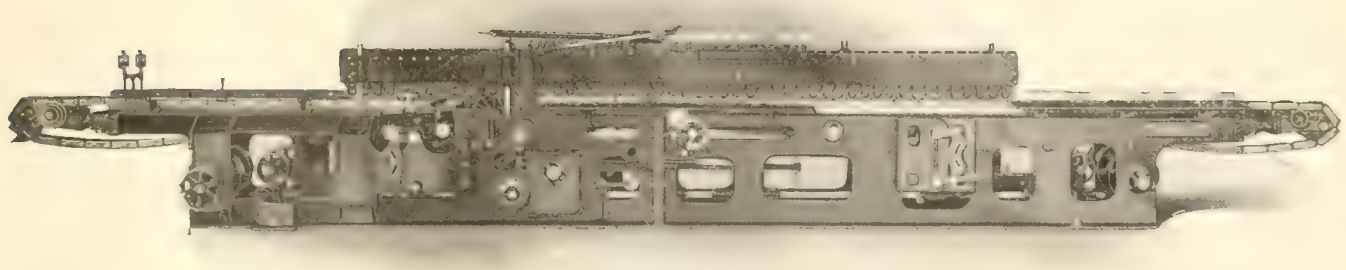
Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

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Makes a Tapering Wedge Dovetail Glue Joint

PATENTED

A glue joint that proved by the technical tests made at the Purdue University that it's stronger than the flat or "V" joint—then its use in many furniture factories makes it a double assurance of the best results on the finest solid furniture.

The jointing and gluing of lumber, we believe, is the most important operation performed in the factory, as inferior joints sometimes mean a complete loss of the cost of the finished product. Mr. B. A. Linderman, president of this company, has had but one object in view for several years, and that was to produce a glue joint automatically that would be superior in strength to any kind of clamped joint. Presenting to the furniture trade the 1911 Dovetail Glue Jointer, which makes a double Tapering Wedge Dovetail, we are confident that his only ambition has been realized, as this new joint has not only proven by technical tests that it is stronger than other joints, but by actual work in many factories. This joint is not only made automatically, but its principle of forcing the glue into the pores of the wood for an anchorage, leaves all doubt aside as to the strength and value of the Tapering Wedge Dovetail Glue Joint on the best solid furniture. The Dovetail Glue Jointer is saving several furniture factories as high as eighty percent over what it used to cost them to joint lumber.

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All Kinds of High-Grade

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40,060 ft. 5/8 No. 2 Common Poplar.
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40,000 ft. 1" No. 1 & 2 Qtd. Poplar.
70,000 ft. 1" No. 1 Common Poplar.
113,000 ft. 1" Sap Poplar.
60,000 ft. 1" No. 1 Common Poplar.
240,000 ft. 1" No. 2 Common Poplar.
125,000 ft. 2" No. 2 Common Poplar.
50,000 ft. 1½" No. 1 Common Chestnut.
30,000 ft. 2" No. 1 Common Chestnut.
160,000 ft. 1" No. 1 & 2 Qtd. White Oak.
270,000 ft. 1" No. 1 Com. Qtd. White Oak.
140,000 ft. 1½" Log Run Bass.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

"CHICKASAW BRAND" OAK FLOORING

Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

84 Williams Street NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech and Butternut
Bone Dry for Immediate Shipment.

White Oak Red
Quarter Sawn. Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES
CALIFORNIA RED WOOD — WASHINGTON CEDAR
Cypress: No. 1 Heart Rived (strictly hand-made). Sizes: 6x20 inches, 7x24 inches. In straight or mixed cars.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY
PHILADELPHIA, PA.

Harris & Cole Bros.

Durabuilt

OAK AND RED GUM
TRIM AND MOULDINGS
and OAK and RED GUM FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
CEDAR FALLS IOWA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.
Tenth Street, Indianapolis, Ind.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. November 13th, 1911

DRY STOCK LIST

4/4	Ash No. 3 Common & Better	50 M
4/4	Basswood No. 1 Common	200 M
4/4	Beech No. 3 Common	74 M
4/4	Birch 1s & 2s Red	4 M
4/4	Birch No. 1 Common	4 M
4/4	Cherry No. 3 Common & Better	10 M
4/4	Gray Elm No. 2 Common & Better	27 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
8/4	Rock Elm No. 2 Common & Better	20 M
6/4	Hard Maple Step 1s & 2s	35 M
4/4	Maple No. 3 Common	200 M
4/4	Elm & Basswood No. 4 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH., November 13th, 1911

4/4	Ash No. 3 Common	30 M
1x7	& up Basswood No. 1 Common	19 M
1x1	Basswood No. 3 Common	12 M
1x6	Basswood No. 3 Common	16 M
4/4	Basswood No. 3 Common	95 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	43 M
1x10	to 14 Hard Maple 1s & 2s	20 M
1x15	& up Hard Maple 1s & 2s	20 M
1x10	& up Hard Maple 1s & 2s	36 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 15 & 25	9 M
8/4	Hard Maple Step, 15 & 25	4 M
4/4	Maple and Beech No. 3 Common	90 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

750,000	ft.	5/4 No. 3 Common Beech & Maple,
400,000	"	6/4 No. 3 Common Beech,
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
40,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.

2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.

2 Cars 6/4 1st and 2nd.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.

EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.

70 M ft. 6/4 No. 1 Common and Better.

6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin — **Finest Oak in the State**

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, CHICAGO, ILL.

READY FOR SHIPMENT

COTTONWOOD

165,000 feet 1" 1s & 2s Cottonwood.
195,000 feet 1" No. 1 Common Cottonwood.
410,000 feet 1" No. 2 Common Cottonwood.

COTTONWOOD BOX-BOARDS

50,000 feet 9 to 12", bone dry.
150,000 feet 13 to 17".

CLEAR OAK SQUARES (DRY)

7,600 pcs. 2 x2 -16½".
7,000 pcs. 2 x2 -19".
2,500 pcs. 2 x2 -24".
3,800 pcs. 3 x3 -12".
200 pcs. 3½x3½ & 4x4-30".
224 pcs. 4 x4 -30 & 32".

GUM

2 cars 1" 1s & 2s Red Gum 12', 10% 10'.
3 cars 1" 1s & 2s Red Gum std. lghs.
4 cars 1" No. 1 Common Red Gum.
4 cars 1½" 1s & 2s Red Gum.
2 cars 1½" No. 1 Common Red Gum.
3 cars 2" 1s & 2s Red Gum, Bone Dry.

SAP GUM

5 cars 1" 1s & 2s Sap Gum.
9 cars 1" No. 1 Common Sap Gum.
150,000 feet 1" 13 to 17" Gum Boxboards, bone dry.

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

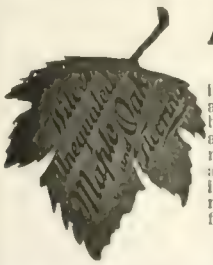
Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO

TEL. NO. HARRISON 7303

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

HURD'S DRY STOCK LIST

I GUARANTEE PROMPT SHIPMENT

RIGHT PRICES, STRAIGHT GRADES

WIRE, PHONE, OR WRITE FOR PRICES

100,000 ft. 1" 1s & 2s Red or White Oak.
100,000 ft. 1" No. 1 Com. Red or White Oak
50,000 ft. 2" No. 1 Com. Red Oak
50,000 ft. 2" 1s & 2s Red Oak
75,000 ft. 1" No. 1 Com. & Bet. Gum
25,000 ft. 5/8" No. 1 Com. Sap Gum

GOOD ASSORTMENT OF SIZES LOUISIANA RED CYPRESS

JOHN S. HURD

Wholesale Lumber

1521 Harris Trust Bldg., CHICAGO

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.

206 La Salle St.

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1878

20 West Jackson Blvd. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES CANAL 1830 CANAL 1831

CAIRO--MOUND CITY

THE LOGICAL SHIPPING POINT

Taps the Finest Hardwood Timber in the World; Perfect Shipping Facilities Guarantee Perfect Service; It will pay you to write the Concerns Represented Below.

FREE SITE

When you move your plant or establish a branch we offer you a free site—on the bank of the OHIO with switch tracks, two railroads.

Plenty of cheap labor—steam coal handy, electric power and light, and interurban cars every thirty minutes to 25,000 people.

Artesian water, rock streets, good high schools, several churches, social life active. A good town to live in, and to make money in.

When you move you need us, and we need you. Better write right now to Roy N. Adams, Secy., Commercial Club, and get full information about

MOUND CITY, ILLINOIS

The H. B. BLANKS LUMBER CO., Cairo, Ill.

We have on hand the following High-Grade, Band-Sawed Stock, Dry and Ready for Immediate Shipment:

CYPRESS

4/4 Select	5,000 ft.	5/4 No. 2 Com.	92,000 ft.
4/4 Shop	5,000 ft.	6/4 1s & 2s	108,000 ft.
4/4 No. 1 Com.	8,000 ft.	6/4 Select	64,000 ft.
4/4 No. 2 Com.	15,000 ft.	6/4 Shop	44,000 ft.
5/4 1s & 2s	85,000 ft.	6/4 No. 1 Com.	40,000 ft.
5/4 Select	160,000 ft.	6/4 No. 2 Com.	14,000 ft.
5/4 Shop	63,000 ft.	8/4 1s & 2s	95,000 ft.
5/4 No. 1 Com.	100,000 ft.	8/4 No. 1 Com.	8,000 ft.

OAK

Plain Red		Quartered Red	
4/4 No. 2 Com.	60,000 ft.		
4/4 1s & 2s Panel, 12" & up	18,000 ft.	4/4 Panel, 10" & up	6,000 ft.
4/4 Box Boards, 8 to 12"	25,000 ft.	4/4 No. 1 Com.	100,000 ft.
4/4 1s & 2s	50,000 ft.	4/4 Panel, 18" & up.	8,000 ft.

GUM

4/4 1s & 2s	13,000 ft.	4/4 No. 1 Com.	25,000 ft.

SEND US A LIST OF YOUR REQUIREMENTS, AND LET US QUOTE YOU

9TH ISSUE:

TO PLEASE **YOU** is the one object of our organization,

from the woods to the completed sale.

All of us pull in **your** direction, with an effort which permits of no "slack." Test our words by sending your next order to

Williamson-Kuny Mill and Lumber Co.
MOUND CITY, ILL.

Producers from stump to car, of High Grade Lumber and Quarter-Sawed Oak Veneers.

O. P. HURD, Jr. & CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS, POPLAR COTTONWOOD and CYPRESS

1 car Common and Better Qtd. White Oak.
10 cars 1" 1 & 2 Plain Red Oak.
20 cars 1" No. 1 Common Plain Red Oak.
3 cars 1" 1 & 2 Plain White Oak.
5 cars 1" No. 1 Common Plain White Oak.
1 car 1" 1 & 2 Poplar.
1 car 5/4 Saps Poplar.
2 cars 5/4 Common Poplar.
3 cars 4/4 1 & 2 Cottonwood.
2 cars 5/4 1 & 2 Cottonwood.
3 cars 2" 1 & 2 Cypress.
½ car 1" 1 & 2 Cypress.

Band Saw Mill and Yards
SELMA, ALA.

Office and Yards
CAIRO, ILL.

Thomas McFarland Lumber Co.

THOMAS McFARLAND, President & Treasurer

SOUTHERN HARDWOODS
Box 261
Cairo, Illinois

We can ship immediately from dry stock:

One car 4/4 1s & 2s Plain White Oak
One car 4/4 1s & 2s Plain Red Oak
One car 5/4 1s & 2s Plain White Oak
Two cars 8/4 No. 1 Com. Plain White Oak
Two cars 8/4 No. 1 Com. Plain Red Oak
One car 4/4 Sap & Select Poplar
500,000 ft. of other Dry Hardwoods

¶ The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.

¶ If you want to employ the best system for tallying lumber, cover and specimen tickets will be sent on approval.

HARDWOOD RECORD, Chicago.

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Cable Address—Lamb

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

NOVEMBER 1st, 1911

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST AND 2ND QRTD. WHITE OAK, 6" AND UP				6,000	10,000	16,000	145,000					
1ST AND 2ND QRTD. WHITE OAK, 10" AND UP							26,000	8,000	6,000			
NO. 1 COM. QRTD. WHITE OAK, 4" AND UP				2,000		5,000	115,000	12,000	2,000			
NO. 2 COM. QRTD. WHITE OAK							120,000					
NO. 1 COM. QRTD. WHITE OAK STRIPS							90,000					
1ST AND SECOND PLAIN WHITE OAK				3,000	15,000	15,000				11,000		
NO. 1 COM. PLAIN WHITE OAK				1,000		19,000	50,000	30,000				
NO. 2 COM. PLAIN WHITE OAK							162,000					
1ST AND 2ND PLAIN RED OAK					1,000		198,000	16,000				
NO. 2 COM. PLAIN RED OAK						85,000	50,000	31,000	4,000			
NO. 3 COM. PLAIN RED OAK						6,000	20,000					
1ST AND 2ND RED GUM		50,000	30,000	40,000	56,000	61,000	135,000	25,000	28,000	20,000	15,000	8,000
NO. 1 COM. RED GUM	24,000	30,000	44,000	23,000	49,000	18,000		48,000	19,000	7,000	6,000	9,000
1ST AND 2ND SAP GUM, 6" AND UP		45,000	34,000	27,000	23,000	15,000	69,000	14,000	11,000	15,000		
1ST AND 2ND SAP GUM, 18" AND UP							6,000					
NO. 1 COM. SAP GUM		6,000	72,000	50,000	40,000	14,000	43,000	11,000	9,000	13,000	8,000	7,000
NO. 2 COM. SAP GUM					34,000	28,000	198,000	18,000	10,000	2,000	3,000	1,000
NO. 3 COM. SAP GUM								40,000				
CLEAR SAP GUM STRIPS							17,000					
LOG RUN ASH							10,000					
NO. 1 COMMON ASH									3,000	3,000		
NO. 1 COMMON AND BETTER ASH										4,000		
NO. 3 COMMON ASH							13,000					
LOG RUN CYPRESS										75,000		
NO. 1 AND NO. 2 COMMON CYPRESS							40,000			10,000		
LOG RUN ELM									3,000	20,000		
TUPELO GUM BOX BOARDS, 13" TO 17"							5,000					
NO. 1 COMMON AND BETTER TUPELO GUM							29,000					
LOG RUN HICKORY										17,000		6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE ARE VERY ANXIOUS TO MOVE THE FOLLOWING STOCK:

200,000 FT. 12/4 LOG RUN SOUTHERN ELM.
75,000 FT. 6/4 LOG RUN SOUTHERN ELM.
200,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK.
170,000 FT. 4/4 NO. 1 COMMON QUARTERED WHITE OAK.
500,000 FT. 4/4, 6 TO 12″, 1ST & 2ND COTTONWOOD.
400,000 FT. 5/4, 13 TO 17″, 1ST & 2ND COTTONWOOD.
200,000 FT. 4/4, 22″ & UP, No. 1 AND PANEL COTTONWOOD.

WE WILL QUOTE YOU ATTRACTIVE PRICES IF YOU WILL WRITE US

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

WE WANT TO SELL

1″ to 2″ Qrt. W. O., all grades.
1″ to 3″ Qrt. R. O., all grades.
1 car 1″x2½″ to 5½″ Cl. Qrt. R. O. strips.
1 car 3″ FAS & No. 1 Com. Qrt. R. O.
1 car 1½″ No. 1 Com. Pln. W. O.
1 car. ¾″ No. 1 Com. & Bet. Qrt. R. O.
6 cars 1″ No. 1 Com. Pln. R. O.
1 car 1¼″ No. 1 Com. Pln. R. O.
2 cars 1½″ No. 1 Com. Pln. R. O.
2 cars 1¼″ No. 1 Com. Ash.
2 cars 1″ Sap Poplar.
3 cars 1″ No. 1 Com. Poplar.
1 car 1¼″ No. 1 Com. Poplar.
2 cars 1″ FAS Sap Gum.
1 car 1″ 18″ & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

IT'S THE BEST

QUARTER-SAWED WHITE OAK we have seen for a long time. It can't be otherwise—it's **band-sawn** by a "general" from **famous timber.** No. 1 Common & 1sts & 2nds; 5/4″ and 6/4″.

That No. 1 Common and 1sts & 2nds 1″–4″ **PLAIN WHITE OAK** is in a class by itself and it's going fast.

You want that one last car of mixed **ASH,** 1″–4″ — No. 1 Common and better.

Money for You in Our Prices

PHILIP A. RYAN LUMBER CO.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

H. S. Mizner, Pres. Ed. Maphet, Gen'l Manager.
C. C. Cannon, Vice-Pres. J. M. Logan, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main office and yards: Knoxville.
Branch office and yard:
Bank and McLean Avenue, Cincinnati. I. M. ASHER, Mgr

WANT TO MOVE IMMEDIATELY

75,000 ft. 4/4 No. 1 Com. Plain Oak.
100,000 ft. 4/4 No. 2 Common Poplar.
60,000 ft. 5/4 Log Run White Pine.
40,000 ft. 4/4 1 and 2 Qtd. White oak,
Extra Fine Stock
15,000 ft. 12/4 1 and 2 Poplar.
12,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
10,000 ft. 12/4 No. 2 Common Poplar.

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

WE WANT TO SELL QUICKLY

1 car 4/4 Common & Better Quartered White Oak
1 car 4/4 No. 2 Com. & Better Quartered White Oak
1 car 4/4 1s & 2s Plain Oak
1 car 8/4 No. 2 Common Yellow Poplar

Dry, Equalized—Immediate Shipment

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE

50 M. ft. 4/4 10 & up 1s & 2s Qtd. White Oak, good figure
50 M. ft. 4/4 2½ to 5½ Cl. Face Qtd. White Oak, good figure
100 M. ft. 4/4 No. 1 and No. 2 Com. Qtd. Red Oak, good figure

Also Poplar, Plain Oak, Walnut & Tennessee Red Cedar Lumber

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
140,000 ft. 4/4 1s & 2s
76,000 ft. 4/4 No. 1 com.
36,000 ft. 4/4 No. 2 com.
45,000 ft. 5/4 1s & 2s.
28,000 ft. 5/4 No. 1 com.
14,000 ft. 6/4 1s & 2s.
12,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 1s & 2s
40,000 ft. 8/4 No. 1 com.
35,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
85,000 ft. 4/4 1s & 2s
40,000 ft. 4/4 No. 1 com.
16,000 ft. 5/4 1s & 2s
12,000 ft. 5/4 No. 1 com
14,000 ft. 6/4 1s & 2s
48,000 ft. 6/4 No. 1 com.
7,000 ft. 10/4 1s & 2s.
8,000 ft. 12/4 1s & 2s

PLAIN RED OAK.
72,000 ft. 4/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
34,000 ft. 6/4 No. 1 com
12,000 ft. 8/4 1s & 2s.

BASSWOOD
52,000 ft. 4/4 1s & 2s
15,000 ft. 6/4 1s & 2s
26,000 ft. 6/4 No. 1 com.

YELLOW POPLAR.
22,000 ft. 5/8 1s & 2s, 8-18".
16,000 ft. Box Boards, 13-17"
44,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & Wide, No. 1.
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
16,000 ft. 6/4 1s & 2s, 7" & up.
5,000 ft. 8/4 1s & 2s, 7" & up.
90,000 ft. 5/8 Sap & Select.
65,000 ft. 4/4 Sap & Select.
12,000 ft. 5/4 Sap & Select.
15,000 ft. 6/4 Sap & Select.
16,000 ft. 8/4 Sap & Select.
16,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
4,000 ft. 5/4 No. 1 com.
16,000 ft. 6/4 No. 1 com.
36,000 ft. 8/4 No. 1 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
16,000 ft. 6/4 1s & 2s.
12,000 ft. 4/4 No. 1 com.
18,000 ft. 6/4 No. 1 com.

ASH
14,000 ft. 4/4 1s & 2s.
12,000 ft. 6/4 1s & 2s
16,000 ft. 4/4 No. 1 com
14,000 ft. 6/4 No. 1 com

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8/4 1s and 2s Quartered White Oak.
100 M 4/4 No. 1 Com. and Better Chestnut.
25 M 4/4 No. 1 Com. and Better Tough White Ash.

BONE DRY CHESTNUT

100,000 ft. 4/4 1s & 2s
50,000 ft. 5/4, 6/4 & 8/4 1s & 2s
150,000 ft. 4/4 No. 1 Com.
75,000 ft. 5/4, 6/4 & 8/4 No. 1 Com.
200,000 ft. 4/4 to 8/4 Sound Wormy

Ask for special price.

OAK! POPLAR! HICKORY! ASH! TENNESSEE RED CEDAR! Our Own Manufacture

LOVE, BOYD & CO.

NASHVILLE, TENN.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

CINCINNATI
THE GATEWAY OF THE SOUTH

VENEER BUYERS
Remember **Cincinnati** leads in QUALITY, QUANTITY and ASSORTMENT of DOMESTIC and FOREIGN PLAIN and FIGURED WOODS

ACME VENEER & LUMBER CO.
OFFERS FOR
Immediate Delivery

Genuine Ohio Sawed and Sliced Quartered Oak.

A Fresh Line of Circassian and Mahogany.

A complete Stock of Birdseye Maple, Curly Birch and Rosewood Burls, Cherry, Ash, Birch and Magnolia.

All kinds of Sliced Cut, Rotary and Veneer Sawn Plain Woods, Crossbanding and Drawer Bottoms cut to size in car lots

We make a specialty of Veneer and Thin Lumber for Door and Interior Finish.

OHIO VENEER COMPANY
OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

Circassian WALNUT VENEERS
LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks Best Selections
CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For quick shipment we will make very low prices on the following. All this stock is band sawn and thoroughly dry.

1 car 4/4 1s & 2s Poplar
2 cars 4/4 No. 1 Com. & Select Poplar
5 cars 4/4 No. 1 Common Poplar
2 cars 5/4 No. 1 Common Poplar
3 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common Plain Oak
1 car 4/4 S. W. Chestnut
1 car 6/4 S. W. Chestnut
1 car 1x18 & up Panel & No. 1 Gum
2 cars 4/4 No. 1 Common Red Gum
1 car 5/4 No. 1 Common Red Gum
3 cars 4/4 1s & 2s Qtd. White Oak
2 cars 5/4 No. 1 Com. Qtd. White Oak
1 car 6/4 No. 1 Com. Qtd. White Oak
1 car 4/4 No. 2 Com. Qtd. White Oak

Do not hesitate to write us regarding anything in hardwoods, whether it appears on this list or not, as the stock listed here are only a few cars we want to move quickly.

We have first-class planing mill and can manufacture any of our stock to suit your requirements.

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building

CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS SIXTH ST., BELOW HARRIET — CINCINNATI

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DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, • OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

SWANN-DAY LUMBER COMPANY
Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company Cincinnati, Ohio

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

WE MUST MOVE

50,000 ft. 1" 1s & 2s
36,000 ft. 1¼" 1s & 2s
70,000 ft. 1½" 1s & 2s
48,000 ft. 2" 1s & 2s
250,000 ft. 1" No. 1 Common
55,000 ft. 1¼" No. 1 Common
86,000 ft. 1½" No. 1 Common
75,000 ft. 2" No. 1 Common

Chestnut

RIEMEIER LUMBER COMPANY
CINCINNATI, OHIO

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

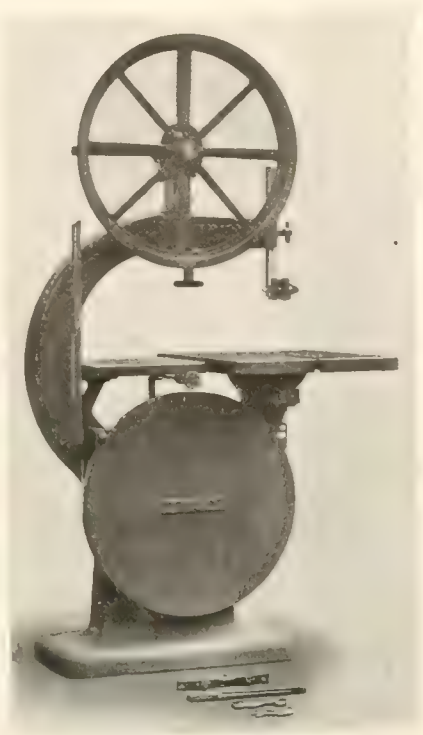
THE FRANK SPANGLER COMPANY
WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS

Our Specialties: **CYPRESS AND BAY POPLAR COTTONWOOD AND GUM**

Direct Shipment from our yards at Memphis, Tenn.

Office, 56-7 Smith & Baker Bldg.
TOLEDO, OHIO

CONSIDER THE VALUE OF THE



Defiance 28" Band Saw
Price $90 F. O. B. Defiance

DEFIANCE
28 in. PATENT BAND SAW

Before Placing Your Order
The Reason Is Obvious

¶ Your first investment in a DEFIANCE BAND SAW is by far less than the deterioration of the higher priced band saw.

¶ Consider its simplicity, ease of operation, superior material and workmanship, and you are within the reach of one of the finest tools that could be installed in any woodworking plant.

¶ The frame is of very modern design, cast in one piece with cored center. The wheels are 28" in diameter, covered with pure rubber bands and covered with guards to protect the operator. A uniform tension is secured by means of an ingenious device enabling it to take care of either hard or soft wood. It is fitted with patent non-friction saw guides, eliminating any heat or injury to the saw blade. It will accommodate material up to 12 inches thick and under with a saw blade 14 feet 10 inches long.

¶ Every machine guaranteed to be up to the DEFIANCE STANDARD of workmanship.

¶ Write us TODAY for full particulars on any of the 500 VARIETIES.

THE DEFIANCE MACHINE WORKS
DEFIANCE, OHIO
WHEN IN CHICAGO SEE OUR EXHIBIT AT 1219 WASHINGTON BLVD.

THE SEAL OF QUALITY

THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
MICH



The Log Scaler

"What Will the Harvest Be?" This man knows. Hear him figure—"Ought is an ought and carry the one," and there you have it. He knows what the log SHOULD produce.

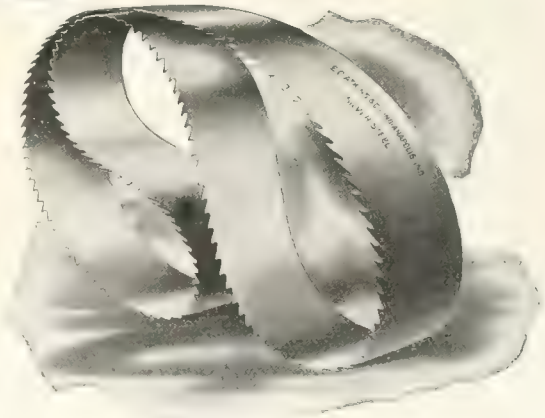
But do **you always** get full production out of each individual log? Are you getting the most lumber at the least cost? That's the question.

Atkins SILVER STEEL Saws

They are the careful man's insurance of least saw cost, anyway. SILVER STEEL Blades hold their teeth, points and tension longest with least refitting. Their scientific construction makes them the cheapest Saw in the long run. Try them the next time and we'll prove this statement.

ATKINS ALWAYS AHEAD!

See that your next equipment bears the name of ATKINS. Order from your usual source. But specify ATKINS SILVER STEEL. If you have any trouble getting the Genuine article in this way, write to the nearest address below.



E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

Home Office and Factory, INDIANAPOLIS

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle. Canadian Factory: Hamilton, Ont.

CIRCULAR SAWS — Inserted Tooth and Solid Tooth for all purposes.

BAND SAWS—All sizes and specifications.

CROSS CUT SAWS—Segment Ground and made of SILVER STEEL.

MACHINE KNIVES

General Selling Agents for Covel Filing Room Machinery

BUFFALO

The Foremost Hardwood Market of the East

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

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LEADING MANUFACTURERS AND JOBBERS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

TO LUMBER MANUFACTURER

If you wish to turn your lumber into cash, should be pleased to receive your stock sheets and lowest prices less 2%.

We specialize in chestnut, plain oak and birch, and are always especially in the market for kiln-dried stock.

The Milne Brothers Company, Welles Bldg., New York City

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

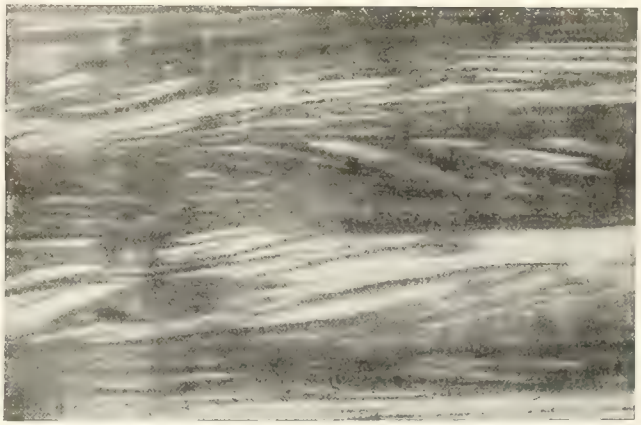
HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

We have 100,000 FT. 8/4 QUARTER-SAWED HARD MAPLE, SQUARE EDGED, STOCK EIGHT MONTHS DRY.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Quartered Red Gum



Your first impression is that this wood is Circassian Walnut. And many people would not be able to tell the difference. Progressive manufacturers everywhere are using it. We cut all our Quartered Red Gum from choice logs in the Bottom-lands of Arkansas, using nothing but 24" and up logs for this purpose. It is really cut for figure, and as shown in the picture. Runs good widths and mostly 12', 14' and 16' lengths. Grades, 1s & 2s and No. 1 Common. 5/8" to 3" in thickness. Veneers, 1/32" and thicker.

Get in touch with us today.

HAMILTON H. SALMON & CO.
82-88 Wall Street, NEW YORK CITY

SHORT

on

Maple, Birch, Beech or Basswood

?

For **quick shipment** write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.

HARDWOODS

H. D. WIGGIN

89 STATE STREET
BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber
CUMBERLAND, MARYLAND

PALMER & PARKER CO.

TEAK
ENGLISH OAK
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MAHOGANY
VENEERS

EBONY
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HARDWOODS

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THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

WE WILL NOT MIX GRADES

HADENTINE LUMBER COMPANY

6th and Penn Streets, Camden, N. J.

If you want to buy or sell choice Hardwood, Cypress, N. C. Pine, get in touch with us. We manufacture Gum for Ties, planking, interior finish, furniture, and boxing. Immediate shipments from Norfolk.

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

ALWAYS IN THE MARKET FOR

OAK :: POPLAR :: CHESTNUT

MAIL US STOCK AND PRICE LIST

J. S. KENT CO. Harrison Building Philadelphia, Pa.

WISTAR, UNDERHILL & CO.

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

FLOYD-OLMSTEAD COMPANY

HARDWOODS - - - WHITE PINE

FOR SALE

50,000 FT. 4/4 NO. 1 COMMON OAK
100,000 FT. 4/4 NO. 2 COMMON OAK
70,000 FT. 6/4 NO. 2 COMMON OAK
36,000 FT. 8/4 NO. 2 COMMON OAK

307 BULLETIN BLDG., Philadelphia, Pa.

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

CHAS. K. PARRY & CO.

WHOLESALE LUMBER

Land Title Building, Philadelphia, Pa.

WE WANT:

Quartered Red and White Oak, all grades, 4-4 to 8-4
4-4, 5-4, 6-4 common and better plain white and Red Oak
5-4, 6-4, 8-4 Shop Select, 1's and 2's Cypress
Log Run Basswood

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

LINEHAN LUMBER COMPANY

New York City
No. 1 Madison Ave.

General Offices
Pittsburg, Pa.

HARDWOODS

Hardwood Flooring

SUMMIT LUMBER CO.
1123 Real Estate Trust Bldg
PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

CURRIE & CAMPBELL
MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE
Philadelphia, Pa.

Lesh & Matthews Lumber Co.

1621-22 MARQUETTE BUILDING
CHICAGO, ILL.

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

SANFORD & TREADWAY, New Haven, Conn.
HARDWOOD LUMBER

We have on our Elizabethton and Mountain City, Tenn., yards, an overstock of the following and solicit inquiries:

8/4 Common & Better Quartered Mountain Oak.
4/4 No. 1 Common Ash.
8/4 No. 1 Common & Better Chestnut.
6/4 & 8/4 Sound Wormy Chestnut.
4/4 No. 2 Common Basswood and Buckeye.
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¶ ALSO WE CUT CONSIDERABLE OF THE EASTERN KENTUCKY VARIETY OF SOFT YELLOW POPLAR, IN ALL GRADES AND WIDTHS, MOSTLY 4/4.
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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Louis L. Jacques, Sec'y & Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Editorial Comment

General Market Conditions

In many respects the market the country over is featureless. In the aggregate there is a large volume of buying that is made up of small orders. Without question buyers have awakened to the fact that many standard and desirable items of hardwood lumber are in short supply and there is a manifest prospect of advance in values, but still they are buying for immediate requirements only. Speculative values in hardwoods do not seem to appeal to either the ultimate consumer or the jobber. The holdings of many hardwood merchants are lower than they have been in years, and there is a paucity of stock in the hands of remanufacturers.

Quarter-sawed white oak seems to be the only item in full general supply. Plain oak of all thicknesses and in nearly all grades is manifestly short. As a matter of fact, low grades of all varieties are in smaller quantity in first hands than has been known for years. The situation in the northern producing section parallels that in the South. Nowhere are there stocks that can be regarded as in surplus or extra heavy. Furthermore, there is little disposition on the part of producers to increase their yard holdings.

There is a notion in the minds of many hardwood consumers that the range of lumber values, as compared to other commodities, is unduly high, but this impression is not warranted by the facts. From the present base of stumpage value, it is a question if lumber of all kinds is not lower today than ever in the history of the lumber manufacturing industry. It must further be borne in mind that there has been no increase in stumpage values for more than three years. Very few lumber producers, if they take into account the price at which their stumpage could have been sold in the open market, are making much profit at the present sales schedule. It is firmly believed by good authorities that all varieties of hardwood will be materially higher in the near future.

Current lumber production statistics quoted in this issue of Hardwood Record indicate a material lowering of hardwood production year by year, occasioned partially by exhaustion of timber supply, and partially by the fact that there is very little profit in lumber manufacturing. Both operating and sales costs have increased in undue proportion to the advance in values obtainable for nearly every variety of hardwood, and there is very little in the situation that warrants an attempt by operators to increase production.

While hardwood prices may be regarded as firm, and in much better situation than building wood values, still the paucity of profit in either manufacturing or merchandizing hardwood is not alluring enough to warrant a larger volume of business. For the season of the year, especially on account of the inclement character of the weather for the last month, the volume of hardwood business remains remarkably good, and there is every prospect of an increase in demand for some time to come.

Hardwood Cost and Supply at Memphis

An editorial appeared in last issue Hardwood Record, under the heading of "Log Cost at Memphis," in which it was recited that reports indicated that sawmill operators of that city have awakened to the fact that for some years they have been engaged in a very foolish contest with each other to see who could possibly pay the highest price for logs. The editorial also suggested that on top of the high log cost there was a general extravagance in cost of log loading, log transportation and other items that made a total cost from stump to cars, via the Memphis channel, in the neighborhood of twenty-one dollars a thousand feet, which was very much in excess of the sum found necessary in producing hardwood lumber in other districts of the country. It was suggested that the cutting of log cost at Memphis mills, five dollars a thousand feet, would put the sawmill operators of that city in a much better position for securing profit.

This editorial has inspired several replies from Memphis operators. One leading manufacturer says he believes it will do a great deal of good, as every operator in Memphis knows that what was said could not be denied.

Another leading manufacturer takes some exception to the article. He says he feels it does the Memphis sawmill contingent an injustice, and would lead the reader to believe that the men in the hardwood business in that city were not very conversant with their own line of goods, and were hardly capable of managing their own business. He

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[illegible] fancy prices having been paid for logs by Memphis manufacturers, but that such prices have been paid by many buyers from Indiana and northern Kentucky, who have bought logs and shipped them to that territory, manufactured them into lumber and sold the lumber as Indiana stock.

The writer observes that at the present time there is not fifty per cent of the quantity of logs cut at shipping points that there was a year ago, in spite of the prices offered, and that the amount gotten out is less year by year. He says the logs that are cut at the present time could not be replaced, grade for grade, even at an advance of five dollars a thousand. He says they could not be replaced simply because the timber is not in the country.

He continues, saying that at this time, at the height of the log season, when naturally there would be a great quantity of logs at the track, he doubts if there is enough to run the sawmills in Memphis ninety days. He says he means to include in the above all the logs within a radius of one hundred and fifty miles of Memphis. He insists that there are no logs to cut the price on, and there is not enough standing timber within the radius named owned by people who do not operate sawmills, to run all the Memphis mills for two years.

The writer says that consumers who are buying lumber, are buying it at the lowest price that ever will be known, as every car they buy is just like going out and getting so many gold dollars for ninety cents each. He says it is observable that the few operators in the South who purchased their timber years ago at a very small valuation, are those who at the present time are making the lowest prices. They seem to fail to realize the present value of their standing timber, but if they would take time to figure out the cost at the time of its purchase, and compounding annual interest at six per cent, as they should, together with taxes, they would see that the present value of their timber would be considerably above what many of them figure at this time.

The writer admits that HARDWOOD RECORD is right in contending that there is an extraordinary cost in log handling from stump to mill in the Memphis section, but he doubts if this cost will ever be materially lowered. He asserts that this extra cost over northern operators is based on the inefficiency of labor, climatic conditions, high cost of feed (such as hay at $28 a ton, and a dollar a bushel for corn, husks and all); extraordinary development of the country, creating a corresponding demand for labor, etc. The writer further says that the price of lumber will have to be advanced ten dollars a thousand all around before the manufacturers of southern hardwoods can make a reasonable profit on the money they have invested, and in his opinion this advance will come very soon, because there is not timber and logs enough in the country to go around.

Undeniably there is a good deal of both truth and logic in the observation made by the writer on the question, and RECORD is very glad in having inspired the "getting something started" in the line of a discussion and analysis of this important subject.

Wood vs. Metal Automobile Bodies

In a recent interview with a manufacturer of wood automobile bodies made on behalf of HARDWOOD RECORD, the manufacturer gave his reasons for preference for wood bodies in the following terms:

"The wood body is lighter in weight. Weight increases tire wear and cost. A steel body is not as resilient as the wood body and is bound to crystallize and eventually crack. There is no way yet devised of obtaining a steel body where the finish will become permanent or even reasonably secure for even a short time, which is an important consideration to the consumer. While the manufacturer can paint sheet steel with a reasonable amount of success, it must be recalled that the automobile in the hands of the user is bound to get scratched and marred more or less, and every time the paint is scratched or chipped down to the steel, it is sure to rust and disintegrate the metal. Again, if the steel material used in automobile bodies is not coated with a copper plating, an electric galvanizing or some other anti-rust coating, the moment it is exposed to the atmosphere, corrosion sets in. When corrosion once starts it cannot be stopped, as it will eat itself away under the paint and through the enamel and steel. The final issue comes with the owner of the automobile when it comes to repainting the body of his machine. No amount of sanding, hammering or sand blasting will eliminate the corrosion of steel. In surface appearance it may be rubbed out, but it is there to stay, and when painted over it continues to corrode, and the paint is sure to flake off. Even if the steel is painted with an anti-rust coating, as mentioned above, there is little possibility of the paint staying on."

Repairs to a badly damaged steel automobile body are out of the question, as it cannot be successfully accomplished. A cast aluminum body has many of the defects of the "stovepipe-steel" automobile body. It is almost impossible to hold a finish on it, and when repairs become necessary the machine has to be sent back to the factory to effect them and surely will prove very expensive.

From the automobile buyers' viewpoint there is nothing to be said in favor of metal automobile bodies of any sort, save that they can be formed into more ornamental lines, and make more fancy appearing bodies than is ordinarily possible in wood construction. On the other hand, there are scores of good reasons why a substantial wooden body, made of poplar on an ash frame-work, is superior to any type of metal one yet devised. It is more comfortable in both summer and winter to the occupant; it will outwear the running gear and engine of the automobile; it will hold its finish indefinitely, and is no higher in cost.

Forthcoming Lumber Conventions

The Southern Cypress Manufacturers' Association will hold its semi-annual meeting at Savannah, Ga., on Nov. 27-29.

The National Rivers and Harbors Congress will hold its annual meeting at Washington, D. C., on Dec. 6-8.

The annual meeting of the National Veneer & Panel Manufacturers' Association will be held at the Auditorium hotel, Chicago, on Dec. 12-13.

The Indiana Hardwood Lumbermen's Association will hold its annual meeting at Evansville, Ind., on Jan. 18.

The Hardwood Manufacturers' Association of the United States will hold its annual meeting at the Sinton hotel, Cincinnati, O., on Jan. 30-31.

The Yellow Pine Manufacturers' Association will hold its annual meeting at New Orleans, La., on Feb. 6-8.

The annual meeting of the Lumber Sales Managers' Association will be held at the Auditorium hotel, Chicago, on Feb. 16-17.

The National Wholesale Lumber Dealers' Association, at a place yet to be designated, will hold its annual meeting on Mar. 6-7.

The Price Situation in Soft Woods

Prices obtaining in soft woods have more or less of a reflected influence on hardwood values, especially on low-grade stock. Manager Bronson of the National Lumber Manufacturers' Association in a letter under date of Nov. 7, reciting lumber production and movement for September, representing 582 mills, states that twenty-five showed no cut or shipment during that month. The total cut of the mills that reported during September was 781,500,000 feet, with shipments slightly in excess of this quantity.

Mr. Bronson notes that on the face of these totals, the situation looks favorable, but when it is considered that since the close of September yellow pine values have broken heavily, and there is no improvement in values on the Pacific coast, it is evident that the adjustment of supply and demand has not yet gone far enough; and that either stocks are too large or the spirit of demoralization still makes too free offerings, with a consequent price demoralization.

The report referred to covers twenty-three states, involving all the recognized lumber producing states save Pennsylvania, New York and New England. The report says further that certain groups of states show well defined conditions, Arkansas and Louisiana producing less lumber than they shipped. This condition is due partially to a curtailment, either voluntarily or forced by labor conditions. It is alleged that no sooner had a better statistical position in soft woods been brought about by curtailment, chiefly west of the Mississippi river, than the mills east of the river took advantage of the situation, most of them maintaining full cut or an increased output,

which led to the decline, and demoralized the yellow pine market as experienced a month ago. Alabama produced ten per cent more lumber than it shipped, although Mississippi produced almost seven per cent less than it shipped.

Mr. Bronson alleges that east of the Mississippi the product, which refers especially to yellow pine, was greater than is justified by conditions, even though cut and shipments nearly balanced. He alleges that an alarming condition obtains in the West, where every western lumber producing state is cutting too much lumber. California's excess of over-shipment is forty-five per cent; Idaho, forty-eight and three-fourth per cent; Oregon, twelve per cent; Washington, seven and three-fourth per cent. He alleges the condition in these states is similar to that of Wisconsin, Michigan and Minnesota. In Wisconsin the cut was fifteen per cent greater than shipments, and in Minnesota thirty-three and one-third per cent. These figures evidently apply to soft woods.

The general tenor of the document, which is addressed to the Board of Governors of the association, is urging conservatism and restraint in output. The situation noted in this document does not reflect the true condition of hardwood production and shipments. In all varieties of hardwoods the situation is well in hand. Rather than a surplus, there is a marked shortage in nearly all desirable items of hardwoods, and even low grade stock is going on the market at fairly satisfactory prices and in pretty large volume.

To Develop Philippine Lumber Output

It is stated that the exclusive use of lumber produced in all construction work for the government in the Philippines is a new policy announced at Manilla. The plan involves establishing government lumber yards at various points in the archipelago for storing native lumber until it can be properly cured.

Ever since the United States took over the Philippines there has been a considerable government and other demand for lumber from the United States, and notably from the Pacific coast, to take care of local wants, and it is apparent that this outlet will be cut off by the use of native woods. It is the policy of the authorities having in charge the immense forests of the Philippines to attempt to develop a large lumber manufacturing industry on the islands. During the last year several emissaries of the Philippine Forest Service have visited the United States in an attempt to interest investors in timber concessions and lumber manufacturing enterprises, and the policy outlined above is doubtless the forerunner of the fruition of this effort.

If the government itself will take over for its own use a considerable portion of local lumber output, it will make a nucleus of a possible profitable business for lumber manufacture in the Philippines. Undoubtedly there are a half-dozen varieties of excellent building timber growing on the islands, and almost an unknown quantity and variety of cabinet woods. Perhaps the building woods will eventually stand higher in general appreciation than most of the cabinet woods, the latter generally being of a rather refractory character in working qualities. However, some mighty good specimens of Philippine hardwoods are exhibited.

Range of Lumber Values

The record of wholesale prices of lumber issued by the Forest Service is out for July, August and September. This specific record shows a remarkable hiatus of specific quotations as compared with earlier issues, and in this respect possibly reflects greater care in securing authentic information.

In a summary of the report it is noted that hardwood and western soft wood prices for July, August and September were generally lower than for the three preceding months. It notes that during July, August and September prices on white pine, hemlock and yellow pine were somewhat higher, but there was no general advance in eastern soft woods over the prices that prevailed during the previous three months, although some items are higher, some lower and some unchanged.

It notes further that a comparison with prices for July, August and September, 1910, shows that western soft woods were lower, eastern soft woods, except white pine and North Carolina pine, higher, and that many hardwood items are higher and some lower, with the general level a little higher. Doubtless hardwood prices for the last three months of 1911 will show a higher range of value.

UNSOLICITED TESTIMONIAL

E. C. Atkins & Company
Incorporated
Sheffield Saw Works

INDIANAPOLIS, IND., U. S. A.
March 13, 1911.

Gentlemen:—We regard HARDWOOD RECORD as one of the strongest lumber publications in the United States. Its editorial policy is in harmony with the interests of the largest handlers of lumber. Its editor, H. H. Gibson, is one of the best known and most practical lumbermen in the United States.

H. T. BENHAM,
Advertising Manager.

Attitude of Foreign Railroads Towards Steel Cars

Apparently railroad magnates of Great Britain and the Continent are not particularly impressed with the character of all-steel car construction. The Great Western Railway Company of England has just placed an order, according to the Timber News, for 3,000 railway wagons, in which it is stipulated that the under-frames shall be of reinforced iron instead of steel, the reason is that iron, being heavier, is not so liable to corrosion.

English car building has lately made a well-sustained demand for wood, the kind used for this work being chiefly oak planks and redwood and spruce deals.

English freight car building extends much beyond the local railway companies' own domain. In the United Kingdom there is a large and prosperous railway car building industry, which is carried on by many companies, which make cars and trucks not only for the home railways, but for a large number of other countries. During the last three years the English car builders have been well employed in building new cars to increase stocks or for replacing old ones. The consumption of railway car timbers has accordingly gone on steadily and on a relatively larger scale in England and Scotland, and continues so at the present time.

The manufacturers of rolling stock in Belgium have a satisfactory amount of work on hand, and several new contracts which lately have been booked will enable them to keep their plants well employed for some time.

There is no evidence that steel is coming into use to any extent in either freight or passenger car building in Great Britain or on the Continent.

Something Lacking

Ex-judge Grosscup in a recent magazine interview alleges essentially that if the Sherman anti-trust law ever had any definite value, it has ceased to possess any for the relief of industrial and commercial conditions prevailing in this country.

The Outlook in a recent editorial says that the trust policy under the present administration is not in accordance with the Constitution of the United States. The Constitution declares that the object of creating a federal government was to "form a more perfect Union,

establish justice, insure domestic tranquility, provide for the common defense, promote general welfare and secure the blessings of liberty to ourselves and posterity.'' Monopoly imperils liberty. The present administration regards the destruction of a monopoly as the only means of safeguarding industrial liberty. It has therefore entered upon a campaign for the disorganization of highly organized industry. The campaign neither establishes justice, insures domestic tranquility nor promotes general welfare; and is wholly ineffectual to secure the blessings of industrial liberty. The evil of monopoly is not merely that it has the power to fix prices, limit output and deteriorate quality. It has power to crush competition. Therefore it is destructive of industrial liberty.

A union of laborers which establishes a labor monopoly denies liberty to the non-union laborer. A union of capitalists which establishes a monopoly denies liberty to the independent organization. But the remedy is not to break up the union, whether of labor or capital.

For over twenty years this country has been attempting to break up unions of capital, and has failed. An attempt to dissolve the Standard Oil Company has been made, but when the stock of the various allied corporations has been redistributed among the stockholders, those stockholders will still leave the business to be controlled by the few. The same attempt is being made against the tobacco trust, the steel trust, and other minor trusts. The impracticability of disorganizing the organized industries is well put in a *bon mot* attributed to J. Pierpont Morgan, ''You can't unscramble an egg.''

Decrees of court enforcing the anti-trust law, and decreeing the disorganization of organized industry, will not secure the blessing of industrial liberty to this country. It does not insure domestic tranquility, but it does the very reverse. It insures agitation, unrest and anxiety, and disturbs industrial peace.

It has taken twenty years for the courts to attempt to find out what the Sherman anti-trust law means, and neither the courts nor the country have yet been informed. Hence it may fairly be presumed that the opinion of Mr. Grosscup on the subject of this law is very intelligently founded.

The Outlook alleges that the policy that can discover no remedy for the peril of great organizations, except to declare them criminal, if they are too great, does not promote the general welfare, but invites general adversity. Yet all this might be endured if it established justice, but it does not. What it does do is to establish injustice. Nothing should be made criminal that is not immoral. If a man or a set of men have the ability to make better goods than their neighbors, and to sell them at a lower price, that is not immoral. If a body of men combine in order to make better goods than their neighbors and sell them at a lower price, that is not immoral. To punish men as criminals who have the ability to employ thousands of laborers where formerly hundreds were employed is not to establish justice, rather it is a monstrous injustice.

What the country wants is a policy which will insure industrial organization and honor industrial success; and at the same time protect the country from both causeless fears and the real perils of monopoly, by bringing all the great industrial organizations under governmental regulation and control. The way to secure industrial liberty is not to weaken industry, but to make it obedient to law.

The Outlook regards the way to justice, tranquility, general welfare and industrial liberty as absolutely clear, and says if the president and attorney-general will devote their abilities to working out a scheme for the administration, supervision and regulation of the great corporations engaging in interstate commerce, they will win great honor for themselves and secure greater blessings for their country.

The Trust of Trusts

The Washington correspondent of the Chicago Record Herald a few days ago wired that paper that the so-called ''money trust'' now is engaging the earnest attention of the administration. This combination of capital centered in a bare handful of men is alleged to exert control over the industrial development of the country with power to dictate precisely on what lines development shall run, and to prevent it whenever it interferes with established organizations. In short, it is held to be the giant power behind all the individual trusts. It is full time an awakening should come about on this important subject.

The coterie of men headed by Mr. Morgan certainly does influence industrial development or want of development in this country to an extent that places the average man's business in a very precarious situation. How far the ramifications of this trust go is unknown, but it is a matter of general repute that it controls the railroads to a very large extent; it controls the cement industry; a large element of the car-building industry; is very prominent in oil; is largely interested in automobile manufacture; is the power behind the throne in the steel trust, and is mixed up directly or indirectly in the majority of the leading industries of the country. These few men with the untold millions of capital under their control are so closely identified with these industries as to make it impractical for the raising of any considerable sums for new industrial developments in any direction that are competitive of existing ones controlled by this giant monopoly. The money trust undeniably is the trust of trusts, and, as expressed in the cartoon of this issue, is the modern Fagin that is responsible for the commercial thievery of the many lesser trusts.

The dispatch referred to cites the fact that President Taft has been told the story of how the combined forces in the financial world have frustrated the plans for an independent steamship company that was to operate between the two coasts on the completion of the Panama canal. This proposed venture was designed to be free from all railroad entanglement and make practical cheap rates for transportation, which the Panama canal in a large part is intended to provide. The floatation of the enterprise had the support of President Roosevelt and his cabinet, but has been abandoned because the people at its head found that influences controlling the banks made it impossible to finance a scheme that would place transportation in competition with existing transcontinental railroad lines.

This citation is only one of scores of examples of proposed industrial expansion that have been frustrated by the so-called money trust. It is alleged that the administration forces purpose to pay no little consideration to the general development of the future relation of the government to business and to new plans of constructive legislation. If the government can find some means of breaking up the money trust, the satellites of this giant monopoly can be handled very easily.

Decline in Oak Output

From the preliminary report of the Census Bureau is gleaned the information that oak, which is the foremost hardwood product in the United States, declined in cut during 1910 to 3,522,098,000 feet, as compared with an output of 4,414,000,000 feet in 1909. While this is a tremendous shrinkage in output to be witnessed in a single year, oak still ranks third in point of volume of production, being exceeded by yellow pine and Douglas fir only. Oak timber is very widely distributed in the states, thirty-seven of which produce more or less of it. The center of oak production to a considerable extent is in West Virginia, Kentucky and Tennessee, where nearly 35 per cent was manufactured during 1910.

The total reported production of lumber during 1910 was 40,018,218,000 feet, as against 44,509,761,000 feet in 1909. Washington stands at the head of all states in the volume of lumber output. Soft woods supplied 77.9 per cent of the total lumber production of 1910, leaving 22.1 per cent for hardwoods. The composition of this total has not varied materially during the last four years, although marked difference in annual production has occurred in this period.

Steel Freight Cars

A perusal of the article on ''Steel vs. Wooden Railroad Cars'' in this issue will convince readers that the much touted efficiency of all-steel freight cars is entirely mythical, and that railroads which have taken on this class of equipment are finding themselves in all sorts of difficulties in connection with this type of freight cars, of which an annual increase of twenty per cent in repair bills is among the least. Everything points to the fact that steel freight cars are just as fraudulent as all-steel Pullmans. The ''Morganizing'' of legitimate American manufacturing enterprises is proving a heavy burden to many interests.

Pert, Pertinent and Impertinent

Tale of a "Tail" Cook

Son Henny was a "Cookee" on the Whitefish long ago,
A chubby little "Dertcher" with a mop of hair like tow,
He dumped grub on the table in a sawmill chuck hotel,
And soused the tinware after meals in manner very swell.

In winter-time up in the woods he snaked the chuck-sled out
To feed the lumberjacks at work, who hailed him with a shout;
But one sad day poor Henny fell—he went out minus tea,
And every jack was hopping mad and cussed him lustilee.

Back to the camp then Henny hied to mend his awful break,
But, sad to say, in doing it he made a worse mistake:
He grabbed a tin of sage and ran—he soon was on the job—
He made the tea and poisoned all that chuck destroying mob.

F. B. W

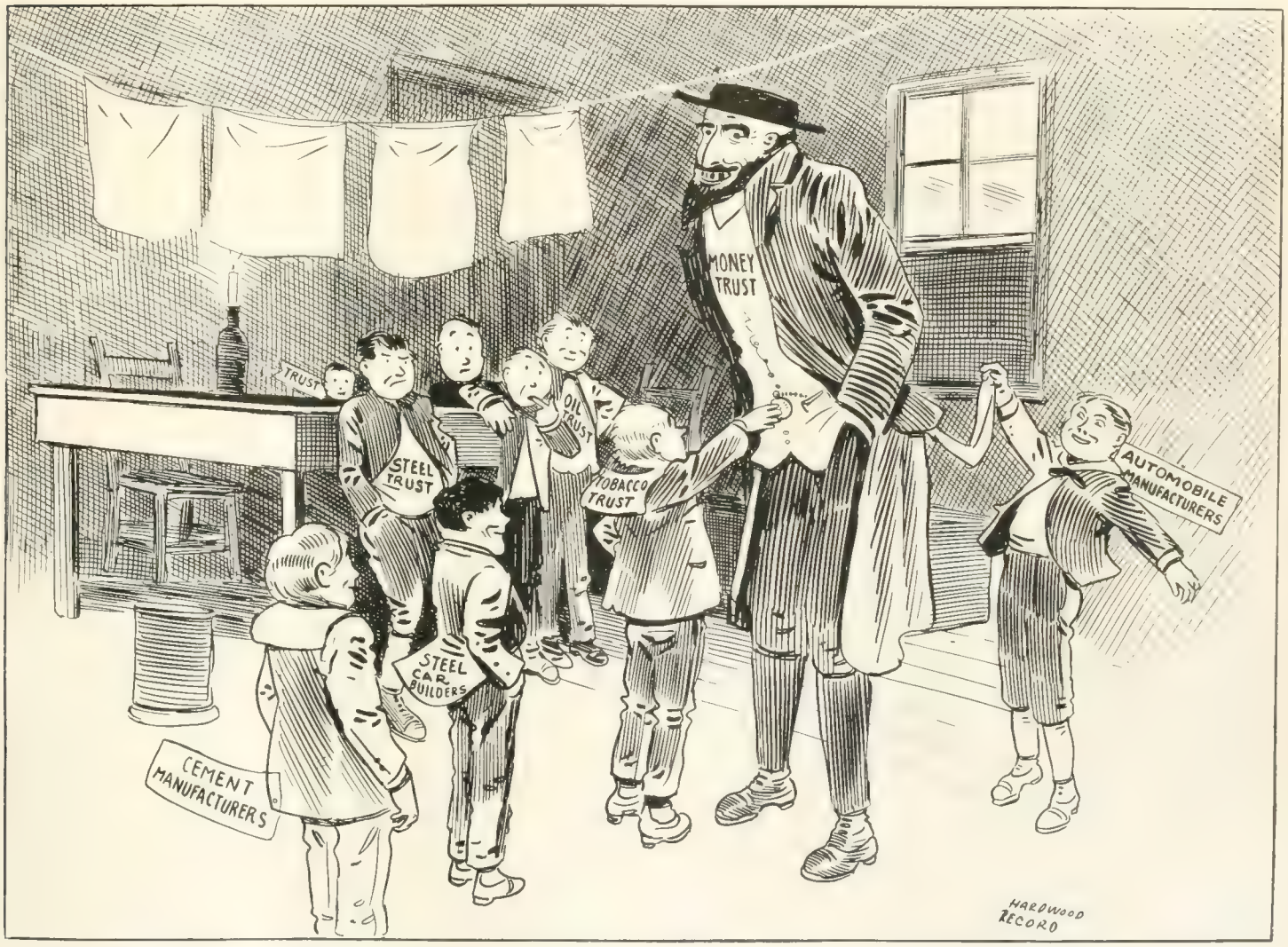
There is something suggestive of the business methods of the manufacturers in the mere name of those "all-steel" cars.

A Substitute

The "geezer" we have heard about
Who had a "wooden leg,"
Stepped in a knot-hole one dark day
And couldn't move the peg.
Oh! wasn't that a funny fix?
And still, it was no joke,
For when he tried to pull it out
His paper leg went broke.

Not all the tin automobiles are to be found in the toy shops. Many of them, of larger size, are running about the streets endangering the lives of their occupants as well as those of pedestrians.

THE MODERN FAGIN



Washington dispatch: President Taft is told that the money trust has trade in a grip of iron, and this so-called trust now is engaging the earnest attention of the administration.

No Wonder

Jim: "Say, Jack, what's gnawin' Louie today? Th' blamed old chuck destroyer seems to be peeved 'bout somethin'."

Jack: "Huh! he's peeved all right. Joe jabbed him in th' slats with his peavie, an' it hurt his feelin's."

Basswood has its uses, but it has not become widely known as a suitable material for the manufacture of bass viols.

Cause for Action

Barker: "Hello, Rider, what's up between you and Canter?"

Rider: "My mitts'll be up the first time I get my eye on him! The slab-sided son-of-a-saw-horse said I couldn't ride a log unless it was bridled and saddled."

Accuracy is as essential in filing a saw or lining up a carriage, as it is in cutting a diamond.

Trade Twaddle

Mr. Carpenter: "Good morning, Mr. Barber. I have brought my little son to have his hair shingled."

Mr. Barber: "All right, Mr. Carpenter. Have you run out of shingles?"

Mr. Carpenter: "Haw haw! No, I've got the shingles, but I never shingle his roof. I shingle his basement though, whenever he needs to have it done."

Builders of Lumber History

NUMBER CVI

JOSEPH H. DION

(See Portrait Supplement.)

It is with much satisfaction that HARDWOOD RECORD presents to its readers as its supplement feature in this issue a portrait of Joseph H. Dion of the wholesale hardwood house of Maisey & Dion, Chicago. Mr. Dion is of the younger generation of Chicago lumbermen, and has not only "made good every inch of the way" since his incursion into local lumber affairs, but his commercial and social standing are such as fully to entitle him to be incorporated in this publication's list of Builders of Lumber History.

On November 10, 1873, Joseph H. Dion was born at Saginaw, Mich. While now prominently identified with the hardwood trade, Mr. Dion did not come from a family of lumbermen nor did he become actively engaged in the lumber business until he had passed through a considerable training in other lines. His father died just five years after the birth of the son, as the direct result of exposure during the Civil war. He had been a member of a Michigan regiment and served through the entire conflict.

Joseph Dion's struggle for recognition in the business world began when he was twelve years of age. At that time, he came to Chicago and went to work for Robert Fergus, printer, on Illinois street. He filled the humble position of printer's devil. His efforts in that position he continued for two years when, in 1887, he received an offer from an uncle, Etienne Gauvin of Quebec, Canada, who proposed putting him through college. This offer he at once accepted and began preparatory training at the Quebec Commercial Academy. He went through this institution in due time and from there entered the Mount Saint Louis College of Montreal. He matriculated from this institution in 1892, and upon leaving college accepted the position of discount teller in the People's bank of Quebec. With this institution the opportunities for advancement were rather meager and depended entirely upon the demise of the man next higher in rank. Mr. Dion soon recognized this condition, and as his ambition demanded greater advancement he left the bank and came to Chicago, starting in as office boy for the Holbrook Lumber Company, then situated at Thirty-seventh street and Stewart avenue. With this concern he seemed to have entered proper environment, and in the course of a month had so proven his capability that he was promoted to the position of bookkeeper. In this capacity he continued, with increasing responsibility for a year, when the company tendered him the managerial position. The offer was accepted and from that time Mr. Dion has been reckoned as a strong factor in the hardwood yard business.

One of his first acquaintances at the beginning of his training in the lumber business was Robert Maisey, who is recognized as one of the best hardwood salesmen in the market. The acquaintance gradually strengthened into a close friendship which continued through the years and finally culminated in the formation of the present firm of Maisey & Dion. This business began in 1905. At the beginning, the firm leased an alley from W. O. King on Loomis street just south of Twenty-second street. This space took care of their requirements for only two months, after which time two additional alleys were leased from Francis Beidler on the opposite side of Loomis street. These quarters were outgrown in the course of a year, and in 1906 the Heath Witbeck yard, which adjoined, was purchased. While the consideration in this purchase amounted to practically double the total working capital of Maisey & Dion, they had no difficulty in commanding sufficient funds to finance their position, as they already had proved that they could make good in the hardwood yard business, beyond question or doubt.

This new purchase put them in an exceedingly favorable position as it afforded ideal yard conditions, excellent dock and rail facilities and big lumber sheds. Working under these improved conditions their progress has been phenomenal. The business which started with such modest proportions is now regarded as one of the leading hardwood yards of Chicago. Even during the slack conditions of the last few years, the business of Maisey & Dion has been increasing constantly, and they now carry about forty men on their yard pay roll and have found it necessary to increase their office force. This success undoubtedly is due to the fact that they always have made it their policy to figure on every possible order calling for hardwood lumber. They reconsign all lumber from their own yards, and by personal supervision of shipments assure the purchaser that he will not be subjected to the annoyance occasioned by differences in grades, which occasionally result from direct shipments.

Mr. Dion has been prominently connected with lumber association affairs in Chicago. In 1909 he was elected secretary of the Chicago Hardwood Lumber Exchange, and in March, 1911, became vice-president of that association. Before that time he had officiated in various capacities. It was through his efforts as chairman of the membership committee that the exchange was built up from a slowly dwindling organization to a powerful factor in the hardwood trade. Upon the consummation of the organization of the Lumbermen's Association of Chicago last spring, he was elected chairman of division B, embracing the hardwood yards of Chicago.

On May 10, 1902, Mr. Dion married Miss Anna Dennis in San Francisco, Cal. The couple have two daughters, aged respectively seven and four years. Mr. Dion is a member of the Maywood Golf Club and of the Hamilton Club and is treasurer of the Chicago Chess and Checker Club.

ENGLISH HARDWOOD MARKET SITUATION

There has been very little to note of an improved character in the English or Continental market for hardwoods for some months. The Timber News of London says that all indications favor higher values for all kinds of oak suitable for high-class joinery and cabinet work, but low-grade stock shows little or no improvement in price. This paper states that Indiana quarter-sawed white oak of the best manufacture is today bringing prices that a year or two ago would never have been thought possible, and argues there is no limit as yet to this upward movement. Thoroughly dry stock is considered a valuable asset in the timber yards, because it can be sold at a good profit even after allowing for storage cost and interest on investment.

It notes further the fact that really good qualities of hardwoods of every kind in good, dry condition, show an advance in prices, as the choicest stock becomes scarcer and scarcer. Indiana oak, and alleged Indiana oak, has been the favorite in both plain and quarter-sawed stock in the British market for many years, and all comparisons of prices and qualities are made with Indiana stock. The News states that southern white oak is now in good request in medium and better grades, while the poorer qualities are receiving little attention.

POSSIBLY SUBSIDIZED

On Nov. 18 a Pennsylvania passenger train running between New York and Philadelphia jumped a switch and four of the seven cars in the train turned over. No passengers were injured, although it was a steel train, and possibly none would have been injured had it been a train made up of wooden cars with reinforced steel under-frames, yet the New York World headlines its story of the wreck with "Steel Cars Save 198 of 200 in Wrecked Express," and the conservative New York Sun headlines its story with "Steel Cars Probably Save Many Passengers."



JOSEPH H. DION

CHICAGO, ILL.



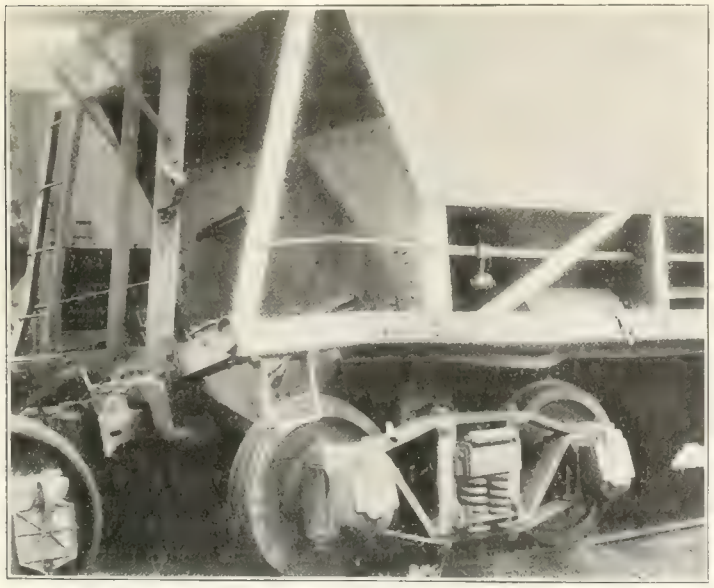
THIS STEEL GONDOLA WAS NOT IN A WRECK BUT FAILED IN SERVICE

Steel vs. Wooden Railroad Cars

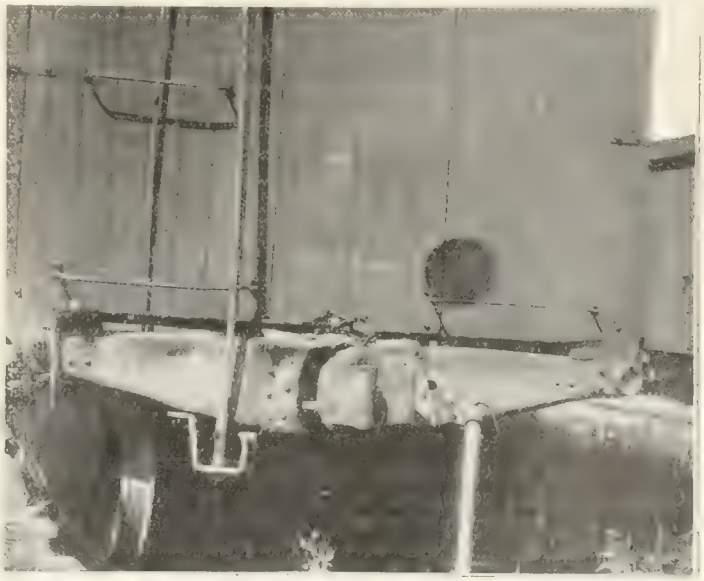
The structural weakness and fraudulent character of all steel passenger car construction has been pretty thoroughly exploited in recent issues of HARDWOOD RECORD, and there is comparatively little to add to the subject. One prominent railroad man discusses the question very freely, however, and thinks that the future may possibly develop a type of steel passenger car that is sane, practical and safe, but he alleges much more has been done toward bringing the present type into use than its merits warrant. Beyond specific objections raised by many other authorities, he contends that the steel cars are noisy, too subject to vibration and jar and too difficult to heat and keep heated. He says that the wooden car with a steel under-frame is the best type of passenger car yet produced. He also says that for both interior and outside finish wood is much the preferable material.

He believes the public has not been fully informed, and thinks that public opinion has been unjustly influenced in favor of the steel car, by reason of the constantly reiterated legend that the steel passenger car provides added safety to occupants in case of collision or derailment. He believes that owing to the thorough airing of the subject that has been given in HARDWOOD RECORD, and through hundreds of magazines and newspapers which have reprinted the matter, for some time very little will be done by the railroads in adding all-steel equipment. He was emphatic in the statement that already too much all-steel equipment is in use.

President H. U. Mudge of the Chicago, Rock Island & Pacific Railroad informs HARDWOOD RECORD that his company has not gotten along far enough in steel car passenger equipment to say definitely what its procedure will be as regards putting on additional cars. He does not wish to be quoted as having given out anything officially. However, he says that his road probably has more steel cars than any other in the country, but is not putting on any more at present. He thinks there is a general sentiment in favor of them. He says his road had never killed any passengers in its wooden Pullmans, neither



SHOWING MANIFEST WEAKNESS IN STEEL FREIGHT CAR CONSTRUCTION.



EFFECT OF BUFFING SHOCKS ON PRESSED STEEL END SILL

had it killed any in its steel cars. He alleges that among the defects of steel passenger and sleeping car construction are such as had been named: need of consfant repairs and painting. Mr. Mudge thinks that eventually the steel car may become the cheaper, "if we can keep them on the track." He thinks the attitude of railroads in general is such as to indicate reluctance to put on more steel cars.

Notwithstanding the publicity given the articles on the subject of "Steel vs. Wooden Passenger Cars" in HARDWOOD RECORD and the reprinting of them in hundreds of other publications; and from the further fact that reprints have been supplied to all leading railroad men in the United States, with the invitation to express their views on the subject, there has not reached this publication, among the hundreds of communications received on this subject, a single one in defense of steel passenger car equipment. This certainly is a commentary on the weakness of this type of car construction in the minds of people who are the most competent to judge.

Since this steel passenger car construction question has been taken up by HARDWOOD RECORD, evidence has come about that railroads and the public have been almost as seriously bunkoed by steel freight car equipment. The failure of this type of freight car to stand up under the strain and stress of ordinary use is coming into daily prominence through the medium of railway and engineering publications like the Railway and Engineering Review of Chicago, to which HARDWOOD RECORD is indebted for the photographs from which the illustrations of this article are made.

The steel freight car has come into commission during the last ten years, and the REVIEW alleges that at the present time it costs more to maintain freight cars than all the fuel burned on both passenger and freight locomotives. It alleges that it costs an average of $86.91 a year to maintain a freight car; that ten times as much damage is inflicted in ordinary service as results from accidents; that conditions are getting worse every year; that the expense of maintaining freight equipment amounts to twenty per cent more than the entire cost of operation did ten years ago; and that it increases two per cent a year, while cost of maintenance of way declines, and that of conducting transportation stands about stationary.

Furthermore, this publication avers that it costs more than $188,000,000 a year to maintain the freight cars of railways in the United States, and that it increases every year in a far greater proportion than the work they do. It furthermore alleges that there is no feature of railway operation that offers such an opportunity of saving as this.

For years the wonderful and improved qualities of steel cars have been touted until the public practically has been convinced that they have afforded higher efficiency and manifest economy over the former type of steel-reinforced wooden cars. The illustrations accompanying this article show the inherent weakness of all-steel freight car construction, which is a weakness that few competent engineers believe can be corrected.

There is no question in the mind of any practical railroad man that the steel freight car is not by far stronger than the former type of composite wood and steel cars, that is, steel cars will stand up under more dead weight than the former type, but they are absolutely deficient in resiliency, and under the stress of jar collapse with alarming frequency.

The full-length gondola car shown in this article was not in a wreck, but failed in service in a local Chicago freight yard, while loaded with sand.

Another picture shows the effect of buffing shocks on the end of a pressed-steel box car, insuring speedy failure.

The third picture illustrates the complete demoralization of the end of a steel coal car. This type of weakness never was manifest in even the old wood-sill car, with the end sill mortised onto every longitudinal sill. In this latter case each separate sill stood its share of stress, and was elastic enough to stand the constant strain and buffing, and stand up for years. The very rigidity of the steel center-sills, to which is attached the coupling devices of the modern steel freight car, insures the weakness noted in these smaller illustrations, while the inherent weakness of rigid steel sills is manifestly shown in the first picture.

Many prominent railroad men, including numerous freight car engineers, are strong in the belief that the freight car of the future will return to wooden sills with steel reinforcement, i. e., will be of a composite structural type. The average railroad man is not at all enthusiastic over steel upper-works for any type of freight car. The cost of freight car maintenance alone is sufficient to inspire every railroad man with suspicion against any type of steel car equipment.

In appearance, either the steel passenger or freight car after it has been in service thirty days is a sorry-looking object. It is only by dint of constant repainting that they can be kept in anything like presentable shape. Either steel passenger or freight cars, when seriously wrecked, are usually beyond the possibility of repair, and the scrapping of them involves more cost than the value of the scrap. On the contrary, it is a seriously wrecked wooden car of any type that cannot be satisfactorily repaired to withstand many added years of severe service.

All evidence points to the fact that the steel freight car is just as much of a fraud as the steel passenger car.

Production and Use of Hickory

The Forest Service has just issued a pamphlet by Charles F. Hatch, statistician in Forest Products, entitled "Manufacture and Utilization of Hickory, 1911," in which it is recited:

"In 1910 the Forest Service published the results of an investigation of the commercial hickories in the United States. Although this investigation was largely silvical in character, it included to a certain extent the study of hickory manufacture and utilization. It was thought that further investigation and analysis could be made with profit to the industries using hickory, and hence, in connection with the National Hickory Association, the Forest Service has completed an investigation to ascertain the present methods employed in the manufacture, marketing and utilization of hickory, with a view to suggesting improvements."

Reports from more than four thousand manufacturers and users were employed in reaching and compiling the report.

At one time hickory in commercial quantities was found in every state east, and several states west of the Mississippi river, and in greatest abundance and best development was found in the Ohio and lower Mississippi valleys. At the present time it is listed as a product of thirty-four states. This is evidence that its range of growth is as wide as ever, and that it has maintained a foothold in spite of two or three centuries of use and abuse. It should not be supposed, however, that this wood is in the distribution it once was. Hickory and black walnut were said to have constituted one-fourth of the original forests of tidewater Virginia. Many other large areas that once furnished hickory now supply but little. This is true of the states north of the Potomac river, and is generally true of the states north of the Ohio river. Several other regions have passed their maximum production and only fragments of the original stand remain. The largest stand of hickory remaining at the present time is found in the lower Mississippi valley. The United States is really the only source of the world's supply, save for a very little in southern Canada.

There are ten species of hickory, among several of which there is a marked difference, both in appearance and properties. All of the hickories are not found in the same region, but frequently several species grow close together. Arkansas has as many as any state, and is the present center of production. Hickory does not and never did form pure forest areas of great extent. The trees are scattered among other timber. Where an average stand of two

hundred to four hundred feet of hickory per acre is found upon tracts of considerable size, it is fully up to the lumbermen's expectation. Neither does hickory grow like many other commercial timbers, nor can it be cut and marketed in the same manner. It is a peculiar wood in several respects—in growth, properties, uses and marketing.

Hickory's combination of strength, toughness and elasticity has made it the world's foremost wood for certain specific purposes. It offers supreme resistance to strains, twists and shocks. The superior place held in many countries by axes of American manufacture is due as much to the hickory handle as to the steel in the bit. The same may be said about American hammers, sledges, canthooks and other tools. Hickory has also added to the enviable reputation of American harvesting machinery the world over. While other woods are fairly satisfactory for heavy vehicles where strength is the chief requisite, for light, graceful, springy carriages this wood is unequalled. It goes into wheels, poles, shafts, spring-bars and other parts.

Exacting demands are made on this wood from other quarters. With the possible exception of white ash, no satisfactory substitute for it has ever been found for sucker-rods used in pumping oil wells. Hickory will sustain nearly as much load on a longitudinal pull as a rod of iron of the same size, and it weighs less than half as much. Hickory is the preferable material for skewers as it imparts no taste, and will not break or splinter when thrust into meat. However, maple, beech, birch and persimmon are used for this purpose to some extent. Hickory, because of its strength and toughness, is the favorite material for picker sticks, although other woods are used to some extent for this purpose.

The principal demand for hickory comes from vehicle manufacturers and handle makers, and hickory manufacturers depend largely upon this demand for their market.

The Forest Service report says that much hickory is employed for purposes which might be supplied by cheaper and more abundant woods, and contends that these inferior uses are wrong uses, and that material suitable for highly specialized purposes should not be wasted in common and ordinary places, but reserved for uses which no other wood can serve so well.

In the specific analysis of the hickory uses accompanying the pamphlet, based on the reports referred to, it is shown that in the territory where hickory is now most abundant, which includes the states of Arkansas, Indiana, Kentucky, southeastern Missouri, Tennessee, Louisiana and Mississippi, that 68 per cent of the product is used rightly, 6.4 per cent wrongly, 15.7 per cent doubtfully, and 9.9 per cent partially right, partially wrong and partially doubtful.

In the hickory section of the country where hickory is now comparatively scant, which involves Missouri, except the southeastern portion, Connecticut, Georgia, Iowa, Michigan, North Carolina, Pennsylvania, Virginia and West Virginia, the report indicates that 48.7 per cent is rightly used; 21.3 per cent wrongly used; 16.7 per cent doubtfully used, and 13.3 per cent partially right, partially doubtful, and partially wrongly employed.

A review of some of the past and present uses of hickory for purposes other than vehicles, handles, sucker-rods, skewers and parts of agricultural and textile machinery, which are and should be the chief uses, will show both economy and waste to a greater extent than will the history of any other wood. The writer alleges that what at the present time would be folly and waste, was not necessarily so in the past. Hickory withes—sprouts from two to five years old, three to ten feet long, and from one-fourth inch to an inch in diameter at the ground—have been cut in countless millions, and everyone was a young hickory tree. This growth was destroyed not only by the hoop-pole cutter, but by every farmer for centuries past who has used this convenient growth for mending gates, fences, wagons and sleds, and with it has tied everything from a broken fence panel to a fodder shock. Nowadays nails and wire have been substituted for withes in most farm repair work. A thousand hickory hoop-poles in the past have been sold as low as $1.50—a thousand promising young hickories for $1.50—because no one had then learned that when mature the tree could be worked into a thousand hoops equally as good.

In some parts of Pennsylvania and in other states, hickory goes into mines as posts. There are perhaps fifty kinds of forest trees in that region that are as good as hickory for mine timbers; many of them better, for hickory is not an enduring wood in damp places. The wood is also variously employed in many localities for bridges, floors, fences, piling and culverts, railroad ties, etc., which are wrong uses of this splendid wood.

The statistics collected during the investigation show that 31,000 cords, or approximately 22,000,000 feet of hickory, are annually demanded by the 473 meat packing establishments in the United States for smoking meats. This does not include what farmers use for their own smoke-houses, which probably is as much more. More than twenty-five different kinds of other woods are listed as suitable for smoking meats, but all of them together do not amount to the quantity of hickory employed. Nearly all reports state that hickory is more satisfactory than any other wood for this purpose, as it emits a maximum of smoke with no increase of heat, imparts a pleasing flavor to the meat and gives it a bright, clear color that is uniform over the entire surface. It burns slowly and cures the meat thoroughly, and it smokes the meat with a minimum amount of shrinkage.

In order to satisfy the United States regulations restricting the amount of shrinkage, many packers sprinkle their wood with sawdust from mahogany, hemlock, cedar and other hard and soft woods. The sawdust increases the amount of smoke with no increase in shrinkage, and at the same time prevents particles from arising and injuring the color and taste of the meats. The packers prefer split cord-wood, four-feet lengths and seasoned from three months to three years. The table accompanying the report shows that 31,200 cords of hickory are employed annually for this purpose and 22,155 cords of wood from apple, ash, beech, California white oak, chestnut, cottonwood and elm, maple, miscellaneous varieties of oak, western alder and other woods.

The writer says that it seems unreasonable to expect packers located near hickory sources of supply to substitute inferior woods, and further states that no one knows how much hickory is consumed for fuel. An estimate places the amount at one million cords annually, which is regarded as probably too high, but if not, it exceeds in quantity the combined demand for hickory for all other purposes. More than five thousand mills were cutting hickory lumber in the United States in 1908, and the output approximated 200,000,000 feet.

It is necessary to distinguish clearly between hickory lumber and other forms of the wood. Gear-woods, rims and many other commodities may or may not pass through a sawmill. If they do not, they are not listed by the census as lumber, and the 200,000,000 feet reported cut for 1908 did not therefore include all the hickory taken from the forests that year.

A recent investigation found 131,000,000 feet of hickory production in apparent excess of what the census reported. This was cut by small dimension mills into strips, billets, and various forms of vehicle and special stock. Much hickory is split into billets that never goes into a sawmill or dimension mill, as lathes and other machines finish the product.

Hickory is cut by sawmills and dimension mills of all kinds from large to small. The sawmill cuts the logs into lumber, which later is often ripped into dimension stock. The dimension mills cut the logs or bolts directly into pole, shaft, and rim-strips, spoke-billets, handle-billets, and other rough dimension stock. Many of the mills are portable and operate on small bodies of timber, or in communities where scattered trees may be brought to a single point in sufficient quantity to warrant the placing of the mill.

In general practice most of the hickory is cut by small dimension mills. It is contended that owing to the scattered character of hickory growth and the large cost involved in grouping the logs, this product is handled on a very uneconomic basis. There is undeniably a vast amount of unnecessary waste prevailing in hickory production, as often timber of a character to make long and high-priced lengths, like suckerrod stock, is cut into small pieces for handles or for other purposes. The man making the longer-length product gets more money out of the tree than the man making short-length stock, and therefore can afford to pay more for it. In buying

hickory stumpage, therefore, is the man who probably outbids his competitors and secures the tract, but he rarely employs all the timber, and sells the uncut trees and inferior logs to manufacturers of short-length product. Leaving unnecessarily-high stumps is found to be an important item of waste, since much of the best hickory wood is near the ground.

Hickory trees left standing in remote situation are not wholly waste, since hickory is little susceptible to injury from wind after the surrounding timber is cut away, and can wait a long time for its market. Again, the remaining trees serve as seed trees, and with the aid of wind, water, birds and rodents, often stock much open ground with seedlings for the country's future hickory supply.

Often it is found that hickory logs are cut several inches longer than is necessary, and thus considerable wood is wasted. Other waste consists of splitting stock instead of sawing it, and much wood is lost because of small defects which a saw would remove, but which cannot be split out without sacrificing more or less good timber.

Hickory is a wood often damaged by insects, of which there are more than one hundred and fifty varieties that prey upon it, some upon the green trees, some on the logs after they are cut, and some on seasoned lumber or hickory products. Preferably, timber should be felled in the winter time and promptly transferred to the sawmill or factory for utilization. It often happens that after hickory has passed through the mill and goes to the yard or shed and is seasoned, it becomes subject to insect injuries, including damage by powder-post beetles. The losses in hickory production also are considerable from checking, warping and staining. Powder-post beetle damage is particularly manifest, and occurs after the stock has become infested. Nearby material which has not yet been attacked should, it is alleged, be sprinkled with kerosene oil. However, hickory stock should not be kept on hand longer than necessary, because the powder-post insect is very likely to attack hickory which has been seasoned for a year or more. Hickory logs that cannot be promptly handled through the mill or factory should be submerged in water.

Hickory is marketed unlike any other wood. Sawmills cut other hardwoods for the general market, through which they are distributed to the user. Little hickory goes to the market through distributing yards. It is cut chiefly for a special industry and sold directly to it. Each industry has its own mills in the hickory-producing territory and comes into direct contact with the millman cutting its raw material. The little hickory that goes to the wholesaler is cut chiefly one and one-quarter inches and thicker, suitable for remanufacture into stock required by the vehicle man or some other special user. Inch stock is cut only to square the log and to prevent heavy slabbing.

A considerable amount of hickory is disposed of to exporters. This is true chiefly in the Gulf region. This practice has been complained of by manufacturers in this country, who look with little favor upon the shipment of hickory to foreign countries when it is needed at home. While it is true that all good hickory is needed by American manufacturers, the man who has it for sale will sell where prices are best; nor is it practicable or desirable that trade should be restrained by laying an embargo upon the export of this wood, which would be contrary to the constitution of the United States.

The report states that one leading manufacturer of long and short-length hickory products has in successful operation a plan by which chance and accident are largely dispensed with in cutting and marketing hickory, and waste is reduced to a minimum. This company owns or controls a number of mills and also a number of factories, where the sawmill products are worked up, thus controlling both supply and demand so far as its own mills and factories are concerned. A yard has been established at a convenient freight-breaking point between its southern mills and its northern manufacturing plants, and all inspection is done at the yard. The mills ship their rough stock to this point. It is there separated by sizes and grades, and piled under cover. Each mill sends all it saws, and can make frequent shipments without waiting to accumulate certain quantities of specified sizes and grades. The yard sees to it that all the factories are furnished with the sizes and grades needed, and is in a position to notify mills where certain sizes are short. It thus anticipates future wants of the factories. The successful operation of this plan by a single concern suggests its adoption by an organization of all hickory factories.

Most of the hickory-using factories are in the North, although a number of them are in the South, and the output of hickory lumber and billets is largely in the South. Thus it would seem that the establishing of an assembling and distributing yard midway between the South and North would assist in a better utilization of this important forest product.

Owing to the wide distribution of hickory, it seems almost a waste of energy to attempt to organize the production of this wood into usable form without great sacrifice in material, and almost equally futile to attempt to organize the business into one of profit to hickory stumpage owners and producers. The hickory business in all its phases is essentially one distinct and apart from the general run of lumber production. Many stumpage owners who have considerable quantities of hickory do not attempt to market it in the form of lumber or dimension, as experience has demonstrated that it was very unprofitable business save for the expert. Other operators, having gained wisdom by experience, sell their hickory logs outright to hickory users. This really seems to be the most satisfactory way of marketing the wood. It is undeniably true that a good deal of education and experience is required to negotiate the hickory proposition on a profitable basis. It requires a very close study of the manufacturers' wants so that the wood may reach the market in exactly the form desired. Every piece of miscut hickory is usually a total waste, besides involving the expense attached to its production and freightage.

Undeniably the present output of hickory is too limited, due to the conditions which have been described and the low price which the wood commands. High cost of production and low values have never yet contributed to economical utilization of any wood. At the present time hickory for many purposes, the highest type of hardwood grown in the United States for certain named specific purposes, it a good deal of a "Jonah" in hardwood manufacturing history.

Incident to this subject perhaps it may be well to recite the recommendations made by Mr. Hatch in connection with the manufacture and utilization of hickory. He recommends:

FIRST: Improved cutting and marketing of stock now cut for "wrong uses," such as bridges, barn floors, grain doors, fences, piling, culverts, cross-ties, car stock, mine props, rails, cribs and lagging.

SECOND: A wider use of pecan trees and of mill and factory waste for smoking meats.

THIRD: Better protection for green trees, logs, and seasoned products from insect enemies.

FOURTH: A wider use of dimension mill waste for the manufacture of small products which must be of hickory. At the present time many mills and factories use the rejects of their larger products for the manufacture of smaller ones. The closer utilization of the offals for their own small products, or the shipment of such rejects to other concerns, is not now profitable because of the lack of proper machinery and the high cost of labor against the low cost of stumpage. For example, skewers range from four and one-half inches in length and five thirty-seconds of an inch in diameter to sixteen inches in length and three-eighths of an inch in diameter. The raw material for these products is hickory bolts in lengths of five feet and multiples of five feet. The manufacturers of the longer length products point to this as needless waste and hold that their offals would supply a large part of the raw material needed for skewers. The skewer manufacturer, however, has proved that it is more profitable to buy bolts and logs that can easily be fed to the machines than to buy cheap reject stock that requires much labor in handling and sorting.

The value of hickory stumpage is now based on the value of the cleared land to the owner. A rise in the price of stumpage caused by basing its value properly on supply and demand will force the manufacturer of small products to buy material now wasted by the manufacturers of large products. It will also bring about the invention of machinery for working up the small pieces.

FIFTH: That the hickory users take steps to secure the hickory left standing by the large pine and hardwood companies operating in the lower Mississippi valley. This report has discussed the reasons which cause these concerns to leave their hickory stumpage uncut at the time they log the rest of their timber, and has submitted three propositions by which the hickory users may secure this additional material. The sale of this timber would be of mutual benefit to the pine and hardwood companies now getting no returns on it and to the hickory users who are in constant need of raw stock.



Hardwood Flooring



NECESSARY WATCHFULNESS ON THE PART OF MANUFACTURERS

The business activity of every hardwood flooring manufacturer may be likened to a pair of scales, whose balances consist of the producing departments, which serve to get quality, and of the service department, which must contain definite connection with and supervision over the contracting force that lays the floor. Of the two balances, the latter may be reckoned as the more important.

The first consideration, that of quality in production, resulting from a well-equipped and scientifically-managed plant, is what affords the manufacturer his first really strong grip on the field. In the commonly used policy of selling from manufacturer to the flooring contractor who makes a specialty of laying, and who acts as the middleman between the producer and consumer, the contractor is quick to grasp the service of the best-equipped mill in his vicinity, the one that will produce for him the finest grade of flooring or parquetry, will deliver it on time, and the one that is generally substantially backed. The manufacturer gains advertisement through the excellence of his product and it is by his works that he first becomes a power in his territory.

But in maintaining prestige that has once been gained, it is necessary to pay attention to the second balance of the scales of business. After the first step of flooring production has been successfully managed, the flooring man is practically in his dealer's or contractor's hands. Whatever weal or woe comes to the name of his establishment through popular opinion of his floors is directly traceable to influences that are controlled by men who lay the strips.

Obviously, no matter how good the floor, if it is carelessly laid the house-owner is justified in registering a strenuous complaint, and though it be due absolutely to no fault of the flooring manufacturer, that worthy is bound to receive what is termed a black eye in business, the unrestrained "kick" of a dissatisfied consumer. If a satisfied customer may be rated as the best advertiser in the world, certainly a disgruntled patron ranks as the most effective thorn in the side of the business man.

The flooring stock may be of the finest quartered oak or maple, milled to a nicety and finished even better than piano surfaces, and yet if that stock is laid badly, and it cracks and buckles after a little wear, the owner of the building will forget all about quality in his remembrance of poor workmanship. He becomes a chronic "knocker" on the flooring mill or dealer who supplied the stock, and he does not hesitate to tell his friends about it. Evidently, through not exercising supervision over the contractors who lay his floors, the manufacturer stands all to lose and nothing to win.

The hardwood flooring manufacturer who goes ahead in business with the jaunty assertion that he does no direct contracting himself, and therefore is not responsible for the standing of his product with the public, makes a mistake. He should have every dealer safe under his circumspect wing. The time and trouble expended in supplying dealers with definite instructions covering the work of laying floors are amply compensated for by a harvest of satisfied customers.

It is up to the flooring trade to provide means of tracing the course of its product, and to ascertain the degree of satisfaction afforded the consumer, from the time the finished stock goes to the contractor until it is in actual and every-day use. It is the consumer who furnishes the demand, and the contractor, who merely acts as middleman, is energetically hustling for business and then patronizing the nearest and best-reputed mill or wholesaler.

The dealer in hardwood flooring should watch the conditions that surround the laying of his floor. He should refuse to supply a job that is not just right; that is, when the weather is bad or the structure itself is unsuited to receive the interior finish and flooring, by reason of not being thoroughly dried out. Furthermore, he should not furnish stock more quickly than it can be laid, for hardwood flooring subjected to varying weather conditions about a building that is nearing completion is sure to prove unsatisfactory.

He should also drop in to inspect the flooring while the work of laying is in progress, and if this be practicable he will have no difficulty in gaining the contractor's co-operation in eliminating bad or careless workmanship. The contractor may not be able to be on that particular job all the time, but he will be glad to assist in straightening out points that are suggested as the result of the competent flooring man's inspection.

The accepted idea of fire-proof construction which prevails nowadays in office building, business structure and even in the home, offers unpleasant possibilities to the flooring manufacturer. Fire-proof construction nowadays demands concrete floors, but a concrete surface is a cold and forbidding proposition for general utility, however much it may tend to eliminate fire hazard. Consequently, the concrete workers set strips of wood in the floor and hardwood finish is laid over these foundation strips. No matter how imposing the office building or factory, it can be beautified and also fire-proofed through a concrete, hardwood-surfaced floor.

But a concrete floor that has just been troweled off for its hardwood surface is about the shiftiest material that the flooring manufacturer could have to deal with. The concrete is still wet and persists in remaining damp, so that the upper surface of wooden strips begins to cup within a few weeks after the building is heated for occupancy, and the moisture begins to arise from the fireproofing.

In one of the largest cities of the Ohio valley, where the erection of a big hospital has just been completed, a certain flooring contractor laid thousands of square feet directly over a new concrete floor. Two months after the work was completed and the big institution was warmed thoroughly, all the flooring began to cup until the surface in a bedroom or section of hall looked like a miniature "Ocean Wave" or "Racer Dip" at Coney Island. The board of supervisors of the hospital decided at once that the man who made the flooring was responsible. Although the stock was perfect, they couldn't see that the method of laying could have anything to do with it, and placed the blame on the poor manufacturer of the material. That is only one instance wherein flooring men have been visited with popular displeasure because of the sins of the contractors.

The flooring man should watch fire-proof structures that are being finished with his product more closely than any others. The best and absolutely safe plan is to wait several months after the concrete is laid, so as to subject it to all climatic conditions, but it is often the case that a structure cannot be held up so long. In such event it becomes necessary for the flooring producer to specify with his contractor that a few coats of reliable, water-proof paint be applied to the concrete after it has set, or that a couple of layers of water-proof paper be laid over the coating between the concrete and the hardwood floor. Such precautions as these preclude the possibility of disaster.

"It is absolutely amazing," said a prominent flooring man who is an enthusiastic disciple of the doctrine of co-operative inspection, "to note that lots of flooring men are willing to have their stock laid as soon as the outside structural work is completed. Sometimes the windows and doors are not in, and new floors are subjected to all sorts of weather. I make it a point to insist that my floors be laid after the house is as tight as a drum, just a few days prior to its occupancy. Furthermore, I burn charcoal heaters twenty-four to forty-eight hours in the rooms to be floored before the work begins, as the result of arrangements with the contractors. The outcome of these precautions is that I never have had an unsatisfactory residence job since I inaugurated the system."

In dealing with work that must be laid over sub-floors, there are also numerous opportunities for slips in satisfactory execution. The sub-floor is almost invariably very poorly conditioned to receive the hardwood superstructure. Remedies for such conditions exist in the flooring man specifying that the sub-floor be of kiln-dried stock. In illustration of this point may be cited a recent occurrence in a big eastern hotel. The owners had completed the structure and wished to provide a handsome hardwood floor for its big ball-room in double-quick time, so that the opening could be celebrated.

A big flooring company which is very circumspect took a look at the job and decided that the sub-floor, constructed of rather green

stock, would eventually ruin any hardwood floor surface. The flooring experts asked for a month's time to heat the ball-room and dry out of the sub-floor, but this was refused and the work was awarded to another company, which went ahead and laid the floor amid the worst possible physical surroundings. Within a month the floor cracked and buckled, and the wise operators who had at first refused the job were awarded a contract for replacement.

In connection with the existence of bad physical surroundings in the job itself there is the fact that flooring contractors are often poorly equipped to handle storage of stock flooring strips for future use. They supply themselves plentifully, but frequently keep their stocks in warehouses that are neither heated nor especially well protected from falling weather. The result is that a lot of strips that are damaged by the weather are forced into commission because the contractor does not wish to stand the loss, and the ill effect of the procedure eventually hits the manufacturer. As a remedy for this undesirable feature, numerous mill operators are refusing to sell stock to any contractor who is not equipped with a heated storage compartment for its safe-keeping. C.

The Ebony God

The figure which appears in this account is not the profile of a billikin, but the portrait of an ancient Mexican idol. The original is now in the possession of the chief of a tribe of the Maya Indians, that inhabit a wild and isolated region of country forty or fifty miles square, surrounding the old town of Bacolor, that lies in the highlands to the west of the great logwood acaches, or swamps, tributary to the streams leading down to the Hondo river, that empties into the Chelumal bay. This once famous city is now mostly in ruins and is rarely visited by white men, although it contains many features of note well worth while for the traveler to see. One of these is the strange pictured rocks common to that vicinity. Many of these rude paintings, or depictions of man, bird and beast, though lacking in artistic merit, are extremely interesting. Those that are located in sheltered places, beneath projecting rocks, are, after the lapse of ages, in a good state of preservation. They were painted with some kind of colors more indelible and durable than any paint or ink known at the present time, and by the artists of a race of people who have passed into oblivion and were forgotten centuries ago.

We know very little of this country, which is a part of the states or territories of Quintana Roo and Campeche in the extreme southeastern part of Mexico. They are teeming with undeveloped sources of wealth, and it seems strange that they have not been opened up more than they are, when we consider that it is the nearest land lying directly to the south of us, just across the Gulf, at our very door. The great wealth of fine cabinet woods, dye woods, medicinal herbs, gums and many other products stored away in its forests, are incalculable in variety and quantity.

It was while prospecting for mahogany that the writer was pushing his way through this lonely country, with burro and afoot, and accompanied by a listless mozo, that by rarest chance he came across and was permitted to examine minutely and bring about an introduction between the camera and this remarkable object, the Ebony God. It never will be known how far back in the dark ages of antiquity it was when this idol of wood was so laboriously yet somewhat skilfully carved from a block of this, one of the hardest of woods, taken from the trunk of an ebony tree.



THE EBONY GOD.

Little of the strange history of this unique image could be obtained, but doubtless myriads of benighted human beings, in idolatrous worship, have bowed and prayed to this inanimate god. It is not worshiped now, however, in the sense that was originally intended, but is preserved more as a relic of antiquity. As to size, its perpendicular measurement is about ten inches from the base to the crest of its helmet, and seven inches horizontally at its widest part. It is jet black, highly polished and without a blemish. It certainly is a conclusive proof of the great durability of ebony, yet it would be an easy task to find in the forests of that country today many equally good specimens of this beautiful wood.

The large shallow holes so peculiarly wrought in the back of the idol, taper rapidly to a point and are set in such a way and of such an angle that their conical shaped cavities come together and open into each other near the bottom, but leave a portion of wood between their adjacent rims, thus affording a means of attachment by passing a sinew or thong of rawhide through them. In this way the idol was designed to be suspended from the limb of a certain species of tree held sacred for this purpose, from which elevated position it was intended to look down upon the host of its worshipers. These holes were so proportioned that the image balanced perfectly, and when suspended to the swaying branch would move from the slightest impulse. It would tip up and down with a gentle see-saw motion, and was then thought to be nodding assent to the earnest supplication or wail of its heathen worshipers; or if perchance its motion was from side to side, it was taken as the disapproval of them, and in either case there was no appeal from the infinite decision. From the design of these holes and the carving of its facial features, it is evident that they were made with tools so primitive that possibly they were only chips or fragments of shell used even before the advent of the lost art of tempering tools of copper. These shell or stone bits, were held against the wood while being turned or revolved by a twisting motion of the wrist or arm. So very slow was the process that the image was simply worn into the desired shape by constant rubbing, and scientists inform us that years, or even the greater part of a lifetime of strenuous effort was spent in the making of one of these idols. J. V. HAMILTON.

Tips to the Trade

SCARCITY OF HARDWOOD ITEMS

Manufacturers and buyers should bear in mind that all grades of both red and white plain oak are very scarce. There is a severe shortage in 4/4, but this is not as marked as it is in 1¼- and 1½-inch stock. As there is little reason to believe that there will be any marked replenishing of plain oak in shipping condition for some months to come, it would not be surprising if there were such a material increase in plain oak prices as to approximate the price of quarter-sawed stock.

There seems to be a marked shortage of 2-inch white ash, while inch is in surplus.

In poplar 2-inch firsts and seconds, and 1½-inch No. 3 common are two very scarce items, and apparently there is also a marked shortage in low grades of poplar. Box and crating material is also very short in white pine, and recourse for a supply of this material is now being taken to jack pine, basswood and Balm of Gilead. It is alleged that northern softwood box materials are in lower supply than for the last ten years. This situation is reflected in low-grade gum and cottonwood, which stocks are very short.

There is very little low-grade northern hardwood lumber suitable for boxes and crating material in first hands, and it is believed that before lake navigation opens in the spring, there will be a scramble for this stock at much higher prices than has prevailed during the last few years.

THE LATH SITUATION

Lath made from nearly all varieties of wood are scarce and are ranging at a price that makes lath production very profitable. In particularly short supply are No. 1 chestnut lath, ⅜x1½-inches, 4 feet. Chestnut lath are now recognized as being the equal in all respects to the best white pine lath, and many users prefer them to any other wood. Mills in the sections that produce chestnut can very quickly pay for an equipment of lath machinery by rigging themselves up to produce lath. The present and prospective demands for not only chestnut lath, but lath from poplar and many other varieties of the softer hardwoods warrant this investment.

UNITED STATES TAKING AVAILABLE SUPPLY MEXICAN MAHOGANY

The demand in the United States, according to a London authority, is curtailing the supply from Tabasco and other ports which used to come by way of England, and much of it has been diverted to Continental points, where prices are said to be much better than in the London district.

THE HANDLING OF KICKS

Office men of many lumber institutions waste much time and get themselves in very badly by arguing in an irrelevant, emotional and often insulting manner with customers. Some of these correspondents take a customer's complaint report on a car of lumber as the signal to send back a stereotyped letter reading something as follows:

"We note your report that car No. 711, shipped as 16,420 feet 4/4 No. 2 common, contains 3,911 feet 4/4 No. 3 common, and beg to advise that we cannot understand any such report. This car was loaded by John Robinson, who has been working for us for twenty-one years, and is considered one of the best inspectors in this district. Your man's report is absolutely wrong on this survey, and we insist that you settle for the car according to invoice. The inspector above referred to is a graduate of Harvard, and a first cousin of the president of that institution, and we know he loaded this car right," etc. etc.

Now as a matter of fact in ninety-nine cases out of a hundred, the man who wrote this letter never saw a board that entered the car, and it goes without saying that all inspectors make occasional mistakes. The history of the inspector does not change the number of defects in the boards, neither does the number of years he has been working, nor this kind of letter-writing add to or take away from the defects. Shippers should face the fact that fully eighty-five per cent of reinspections by unbiased men throw down the shipper. This ought to convince a good many correspondents that the way in which they handle complaints is unbusinesslike.

As a suggestion for a common-sense letter let the following specimen be considered:

"We regret to note your report on car No. 711 shows 3,911 feet No. 3 common. We will have the matter investigated at once by an unbiased inspector, and we assure you that if our men have mis-shipped this car it is a matter we very much regret. We will have the outs promptly re-inspected with a view of giving all concerned a square deal, and lining up any error that may have crept into the work of our shipping force."

Men in all lines of business, save some in the hardwood line, value the trade of their customers sufficiently to analyze complaints and correct errors if they exist; and go so far as to attempt to satisfy their customers on being advised of any dissatisfaction. It should be borne in mind that the only kind of a customer worth having is a satisfied one, and a complaint on a shipment by no means is prima facie evidence that the customer is crooked.

AFRICAN WALNUT

In its issue of Oct. 21, The Timber Trades Journal of London, England, says it is difficult to understand why African walnut is so much neglected, and asks if it can be that it has acquired a bad name and it "sticks." It says further that the wood is selling "ridiculously cheap" in comparison with other woods.

SOUTHERN MAPLE

Intermixed with a large variety of hardwoods obtaining in the Blue Ridge and Appalachian mountain regions of the South is no inconsiderable quantity of maple timber of an exceptionally fine character. This wood is of the same botanical variety as the hard maple of the North, but by reason of its locality of growth and environment its texture is much softer than that of its northern prototype. Southern maple is a compromise between northern hard and soft maple. This lumber, when properly manufactured and seasoned, makes exceptionally fine material for use in furniture construction.

Comparatively little maple lumber has ever been produced from this district, but during the last year or two a considerable quantity has been coming into the market. Much complaint is coming from buyers on account of southern mills manufacturing this wood forgetting that it is very sensitive to stain, if not cut when the sap is down, and properly sawed and seasoned.

Again many manufacturers seem to think that in loading out maple orders it is all right to include beech, birch, hickory, sassafras and gum, and thus make the shipment an all-around clean-up. The handling of this most excellent wood hurts its prestige and keeps manufacturers from getting the profit they should out of it. Maple timber should be winter-felled, sawed promptly, and piled and seasoned carefully.

GETTING MONEY FROM TIE SIDINGS

A good many manufacturers of sawed oak railroad ties make a mistake in cutting all their sidings into inch stock, which often becomes a drug on the market, whereas if they were to cut a considerable portion into 5/4, 6/4 and 8/4 they would find a good demand for the log-run stock. At present 5/4 log-run oak is scarce and in good demand, and brings a good premium over 4/4. On the present base of the oak situation, not more than fifty per cent of sidings should be cut to 4/4, about twenty-five per cent to 5/4, fifteen per cent to 6/4 and ten per cent to 8/4 to achieve the best market results.

The Handle Trade

CONDITIONS IN THE BROOM HANDLE TRADE

The last summer has been the hardest one on the broom handle manufacturer almost ever known. Usually there are about six months of dull times, just enough to afford a chance to overhaul and repair shops and give the men a chance for a little vacation before starting the winter's grind. This year, however, trade became very dull along in June and kept getting worse until, by the middle of July, few handle factories were doing any business at all, and conditions continued this way until the middle of September. Since then trade has opened up slowly and now it is about normal.

At this season the large broom manufacturers usually buy up heavy stocks of handles for winter use, and by the middle of November they have enough handles in stock to run them until spring. But it is the smaller broom makers that afford the most profit to the handle manufacturer, as they pay the highest prices, pay the quickest and use more of the lowest grades of handles. Most of the big broom plants will not use anything except the highest grade handles, and expect to get them at a price that will not pay for the low grades. They take advantage of the handle men who need money, or those who are not posted in the trade and draw them into a contract whereby they will get the handles for five or six dollars less than they would cost in the open market. These contracts are seldom filled out, because the prices named in them are so low that the handle maker usually finds that it would be cheaper to go out of business than to make handles at such prices. Sometimes it takes the manufacturer a long time to find out just what it costs to make a thousand broom handles, but he will find sooner or later, when he takes stock, that instead of a nice profit he has sustained a loss.

One firm, selling extra No. 1 parlor handles, best grade, at $17 a thousand, pays the same prices for lumber and more for labor and manufacture than another concern that cannot make a broom handle for less than $17.25 a thousand. It is not difficult to see how the former will come out at the end of the year. It is not only selling the best grade of handle at less than cost, but it has three lower grades that it cannot hope to get as much for.

The writer does not know of any other business connected with wood-working that labors under the same conditions as does the handle trade. In every other one that he knows anything about, there is no part of the product that has to be sold at a loss; everything must bring in its own profit. In the handle trade, especially the broom handle line, it is different. The extra No. 1 and the No. 1 grades sell for four or five dollars above cost, but the No. 2 and No. 3 grades sell below the cost line, and the question of a profit for the entire lot rests with the kind of a price that can be secured for them. The high grades are easy to sell, but the low grades are hard; in fact, the lowest grade, No. 3, usually is exported, as there is but little market in this country for it. The prices on the low grades have remained the same for some time, while the high grades have by hard work been forced upward.

There is a good deal of competition in the handle trade, and the worst of it is that a part of it comes from concerns like the one referred to, which do not know what it costs them to produce their handles. The men who think that handles are easy to make and that there is a fortune to be made in them, also cause the trade a great deal of trouble, as they cannot make a decent handle, and what they do make are sold at any price they can get for them, to get them off their hands. And there are sawmills that make a few handles as a side line, which sell at any price offered. These all tend to keep prices down to a lower level. There is one handle that is seldom made by any other than the regular handle makers who are experienced in making it. It is called the Misses or Gem. This is the highest type of broom handle made. It is the same length and size as the regular parlor handle, except that it is turned very small in the throat. It is difficult to make perfect handles of this type. They are all made from selected, straight-grained white maple, and it is almost impossible to sell the low grades, but in spite of the most careful grading of the stock there will be some low grades. The beginners and the men who make handles as a side line have so much trouble with this style of handle that most of them refuse to make them. This has enabled the regular handle men to get the price up somewhere near where it belongs. It is now selling around $26 and may go up to $30 before a year passes. Even at its present price, there is little in it besides trouble, and it is preferable not to make it, but those who do business on a large scale have to make what their trade demands.

It is enough to make one feel like starting out to buck the Sherman anti-trust law and trying to effect an organization that will take over the broom handle business of the country and put it on a paying basis or form a company that will buy up the outputs of the principal factories and sell them to the broom makers at a reasonable profit. There should be a profit of at least $1 for every thousand handles manufactured, but under present conditions there are few firms that will average this small amount.

H. B. ALEXANDER.

NOTES OF THE TRADE

The Ohio Handle Factory of Jonesboro, Ark., has been reorganized and will begin operations within a few days. It has been capitalized at $8,000 by local men. This concern was sold recently under a decree of the chancery court to the First National bank of Jonesboro. E. C. Stuck is president; W. R. Stuck, vice-president; G. A. Frinlar, secretary and manager; J. E. Parr, treasurer. The factory will manufacture shovel handles.

* * *

A handle factory is to be established at Newton, Tex., by Sterling & Sheffield.

* * *

An additional factory will be erected at Macon, Ga., by the Standard Handle Company.

The Mail Bag

B 115—Seeks Silo Material

[illegible] Ind., Nov. 14.—Editor HARDWOOD RECORD: Can you give me a few names of mills in the South that [illegible] for constructing silos? ———.

This correspondent has been furnished a list of cypress and pine producers who possibly would be interested in marketing lumber suitable for silos, and any others desiring to communicate with him can have the [illegible].

B 117—Birch and Maple of the South

Jamestown, N. Y., Nov. 18.—Editor HARDWOOD RECORD: Please tell me where the best birch timber is found in the southern states and if any hard maple grows there that is suitable for the manufacture of furniture.

The writer of the above letter has been advised that a high type of birch grows in eastern Tennessee, western North Carolina and in some parts of Virginia and West Virginia, and a scattering growth through the mountain country further south. He is further informed that maple of the same botanical variety of northern hard maple grows in the same range of territory to a considerable extent, that the texture of this wood is a compromise between the hard and soft maple of the North, and that this lumber constitutes an eminently desirable material for furniture production.—EDITOR.

B 118 Seeks Black Walnut

[illegible], Mich., Nov. 20.—Editor HARDWOOD RECORD: Would you be so kind as to give us the name of concerns from whom we could obtain black walnut? We employ about a car monthly, and would appreciate your assistance

in locating this stock.

— — . COMPANY.

The foregoing letter is from a leading automobile body manufacturing concern, which has been supplied with a list of black walnut lumber producers Any others interested in the inquiry can have the address by writing HARDWOOD RECORD and referring to B 118.—EDITOR.

B 116—Inspection Work National Hardwood Lumber Association

President Diggins and Secretary Fish of the National Hardwood Lumber Association are out with a report to its members covering its very satisfactory showing of inspection work during the month of October, which is reproduced herewith:

Chicago, Ill., Nov. 15, 1911.

To the Membership.—

Our last letter accompanying the September statement, advised you that the report of the bureau for that month constituted a record of the largest month's work in the history of our association, but we did not say anything that would lead you to expect that we would beat that record in the next month's work, and we feel that we should apologize for our neglect, because we have beaten it badly.

The enclosed statement of official inspections for October shows that our licensed men inspected the enormous amount of 15,146,475 feet during that month, which exceeds our previous red-letter month by 2,165,745 feet and stands as the record for the inspection bureau.

We beg to advise that we do not expect the winter months to bring us as large an amount of work, because navigation on the Great Lakes has practically closed, which will result in some reduction in the volume of shipments.

On account of the fact that some of our recently installed salaried inspectors have not had time to become thoroughly established and have therefore not secured enough business to make themselves self-supporting, the work of the bureau cost us $55.57 for the month, instead of showing a profit as it otherwise would have done.

Since our last letter, we have received fifteen applications for membership, making a total of sixty-seven since our last annual convention.

We trust that every member will feel the same amount of pride on account of this record as do,

Yours truly,

F. F. FISH, Secretary-Treasurer. F. A. DIGGINS, President.

B 119—Seeks Cedar Lumber

New Orleans, La., Nov. 18.—Editor HARDWOOD RECORD: Can you refer us to some lumber concerns that handle cedar? We wish this stock for the making of box couches.

— —— FURNITURE COMPANY.

The above inquiry is from a furniture manufacturing house of the Crescent city. The writer has been supplied with a list of producers of red cedar, which is probably the variety sought. Any others interested in the inquiry can have the address by writing HARDWOOD RECORD and referring to B 119.—EDITOR.

B 120—Seeks Market for Hickory

Falkville, Ala., Nov. 16.—Editor HARDWOOD RECORD: Have you a list of hickory users in line of manufacturers of handles, wagon and carriage stock, etc., with which you could supply us? Also advise what the cost of membership in the National Hickory Association is, and tell us about this organization.

— —— COMPANY.

The above letter is from a hardwood lumber manufacturing house, which is an advertiser in HARDWOOD RECORD, and has been advised that we can supply it with a list of hickory handle manufacturers as well as a list of users of hickory wagon and carriage wood stock, if it so desires.

The writer has been referred to the secretary of the National Hickory Association for information concerning this organization. Anyone interested in making a connection for a source of hickory supply can have this address by writing and referring to B 120.—EDITOR.

B 121—Seeks Market for Locust and Beech

Cobden, Ill., Nov. 17.—Editor HARDWOOD RECORD: Enclosed find post-office order for my subscription for coming year. I am operating a small band mill cutting box lumber and miscellaneous hardwoods. Can you tell me what is the best outlet for my oak cut from twelve to twenty-four inch logs? We also have a considerable quantity of both black and yellow locust, which we think is superior to oak for many purposes. The wood is strong and withstands rot for a long time, and the grain is straight and fine. Please give me any comparative figures you may have on the relative strength of locust, oak, hickory, etc. Would not locust make a desirable material for the framework of automobile bodies?

I also have a large quantity of beech here. Isn't it about time it will pay to cut and market this wood?

——— .

The foregoing letter is from a lumber manufacturer of southern Illinois, and he has been advised that the general use for locust is confined to the production of insulator pins, although some is used for policemen's clubs. He also is told that a large quantity of beech is now going into the market to furniture trade, for the making of drawer ends and backs as it is regarded as the best lumber known for drawer slides. Anyone who seeks a supply of oak, locust and beech will be put in touch with the writer on application, by referring to B 121.—EDITOR.

B 122—Falsification of Classification

San Francisco, Cal., Nov. 14.—Editor HARDWOOD RECORD: As you are interested in legitimate lines of hardwoods, probably you are opposed, the same as all dealers, to the falsification of deliveries of lumber under assumed names. We frequently have read about wood that is not at all mahogany being sold as Columbian mahogany, and we believe that publicity should be given all cases where dealers seek to sell an inferior item classified as mahogany, or some other well-known staple. It has come to our notice that a good deal of wood is being imported from Africa that is sold as Spanish cedar, when as a matter of fact it is no more Spanish cedar than cottonwood.

It might be of interest to the hardwood trade in general that these inferior and counterfeit woods be investigated and publicity be given the result.

——— COMPANY.

The foregoing letter is from a leading hardwood manufacturer and dealer of the Pacific coast, and the points he suggests are well taken. There is a good deal of wood being imported into the United States and sold as mahogany, which has no right to this name, as it is very much inferior to any of the several genuine varieties of this aristocrat of woods. It is also equally true that wood that is in no wise akin to Spanish cedar is being imported and palmed off for the genuine.—EDITOR.

B 123—From the Director of the Government's Forest Products Laboratory

Madison, Wis., Nov. 18.—Editor HARDWOOD RECORD: My attention has been called to an editorial entitled "The Uses of Lumber," which appeared in your issue of Oct. 25 on page 24. I think you are laboring under a misapprehension regarding the work of the Forest Products Laboratory. We have under way and have made good progress in experiments to determine the fundamental properties of different commercial woods. A standard series of tests is being made on practically all important species to determine the relative hardness, toughness, strength, durability and variation in strength of wood in different parts of the tree, and the effect of soil and site conditions upon the properties of the wood. We are also getting accurate data upon the relative shrinkage and hygroscopic properties.

Experiments are also being made to determine the suitability of forest and mill waste for the manufacture of paper and other fiber products. Many other similar lines of work are being conducted here.

The laboratory has been in operation only about two years and not many publications have appeared dealing with our work, but during the next year from fifteen to twenty publications dealing with experiments under way here will be submitted by us for publication.

I was pleased with the editorial in that you indorsed the principles that led to the establishment of the Forest Products Laboratory, and which have guided us mostly in determining its program of work.

I wish that you could find time to pay the laboratory a visit and inspect in person our facilities for work and what is actually being accomplished.

I am writing this letter in no sense as a protest to your editorial, but merely to correct what seems to be a wrong impression on your part.

McGARVEY CLINE, Director.

Mr. Cline has been advised that the editor of HARDWOOD RECORD will take an early opportunity to visit him at his laboratory, and carefully analyze with him the work that he is conducting.—EDITOR.

B 125—Seeks Market for Broom Handles

Dossville, Miss., Nov. 10.—Editor HARDWOOD RECORD: Will you kindly put us in touch with some users of beech broom handles? We have the timber and would like to produce broom handles if we could sell them.

———— .

The above letter is from a Mississippi hardwood manufacturer, and RECORD has not been able to supply him with very complete information about a market for broom handles, but he has been referred to sources of information.

Anyone desiring to communicate with the writer can have the address by advising us and referring to B 125.—EDITOR.

B 124—Seeks Hard Maple Floor Blocks

London, E. C., Nov. 8.—Editor HARDWOOD RECORD: As we understand it, one of your aims is to bring buyers and sellers together. We will be extremely obliged to you, if you will kindly give us a list of shippers in the northern states or Canada who manufacture 1¼-inch and 1½-inch x 9 x 3, etc., rock maple floor blocks. We have a considerable demand for this class of goods, and trust you will be able to put us in communication with the best sources of supply.

———— COMPANY.

The writer of the above letter is a lead-

ing timber importing house of the English metropolis, and has been supplied with a list of producers of floor blocks in the United States, and has been advised that it would not be logical to secure this material in Canada for the English trade, from the fact that most of the maple manufactured into blocks and flooring in Canada is imported from the United States and pays a considerable duty. Anyone wishing to communicate with this writer, can have the address by advising us and referring to B 124.—EDITOR.

B 126—Seeks Authorities on Bending Woodenware

St. Marys, Ont., Nov. 11.—Editor HARDWOOD RECORD: Can you recommend to us a book treating on the subject of bending woodenware, or any book in which this work is treated in connection with others?

——— SPECIALTY COMPANY.

The writer of the above letter has been advised that HARDWOOD RECORD is unable to locate any authority on the subject in question. Those of our readers who would be willing to communicate any information on this subject to the writer, are invited to send it to HARDWOOD RECORD that it may be forwarded.—EDITOR.

B 127—Hardwood Manufacturers' Association Annual

Cincinnati, O., Nov. 21.—Editor HARDWOOD RECORD: At an executive board meeting of the Hardwood Manufacturers' Association of the United States held at the Sinton hotel, it was decided to hold the next or tenth annual meeting of this association at the Sinton hotel, this city, on January 30-31, 1912.

There may be a preliminary meeting called for certain divisions of the association on Jan. 29, and if such condition exists, due notice will be given.

In determining the dates for holding of the convention, the executive board endeavored to avoid any confliction of dates with any other convention allied with the hardwood industry, and we hope that other organizations which are arranging dates for conventions will avoid these dates (Jan. 30 and 31, 1912), to insure a large attendance.

The executive board in determining the proper place for holding the annual meeting of this association, carefully considered the cities of Nashville, Memphis, St. Louis and Louisville, but owing to the fact that the last several annual meetings were held in this city, and at which we had a registration of 700 each time, this being the largest attendance at any convention in the lumber industry ever held, and also owing to the geographical location of Cincinnati, it was decided to hold such meeting in this city. Owing to the geographical location of Cincinnati, manufacturing interests south of the Ohio river can make the trip without any inconvenience, and the number of members who live north of the Ohio river can also be accommodated by having Cincinnati as a meeting place, and also of the hotel convenience, the Sinton hotel being considered one of the finest hotels in the West with its large and commodious convention halls, and anti-committee meetings makes it convenient.

A program will be arranged that will be of interest to those attending, and invitation notices will soon be ready for distribution. For space or information regarding this convention kindly address Lewis Doster, secretary, 1206 First National Bank building, this city.

LEWIS DOSTER, Secretary.

B 128—Continental Beech Compared with That of the United States

Owing to recent correspondence printed in this department on alleged inferior qualities of American beech as compared to that of German growth, a letter was addressed to Dr. C. A. Schenck, director of the Biltmore Forest School, for his analysis of this subject. Dr. Schenck replies as follows:

Darmstadt, Germany, Oct. 30.—Editor HARDWOOD RECORD: The American beech and the German beech are different varieties botanically, there being differences in the seeds, in the flowers, and in the leaves, of a slight character. There is no possibility, however, of distinguishing the lumber of the American beech from the lumber of the European beech, by any kind of botanical analysis. Neither the American nor the European beech has a real heart-wood. Real heart-wood is that which is formed by an impregnation of the cell walls with resin, with tannic acid, or other incrustating substances. The heart-wood of the beech differs from the heart-wood of the oak, by the lack of incrustations. The difference in color between beech sap and beech heart, is to be attributed to the beginning of decay due to the action of fungi or of bacteria. I can say for the European beech, second growth, that it is more fast grown, that it is straighter, that it is more free from defects than the average beech in the good United States. Second growth beech, like second growth hickory, without doubt, may have its advantages over first growth.

As regards the manufacture of beech into lumber, I beg to differ from Mr. Herz. Everywhere in Europe the entire beech is worked up into lumber, heart and sap alike. My experience in bent-wood furniture is none, I admit, and I do not know whether for this particular furniture, which requires a steaming of the beech, the necessity arises of eliminating the heart. The best beech in the United States is, without a doubt, that grown near Cadillac, Mich.

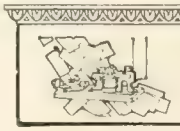
C. A. SCHENCK.

B 129—Has Ceased to Use Wood

Youngstown, O., Nov. 21.—Editor HARDWOOD RECORD: In reply to your favor of Nov. 17, will advise that we have discontinued the use of lumber so far as practicable, confining ourselves to steel almost exclusively. Therefore, would not be interested in lumber specifications.

THE YOUNGSTOWN CAR & MANUFACTURING CO.

This letter is printed as a specimen of a number of like character that reach HARDWOOD RECORD. This concern was formerly a large buyer of lumber in various forms, and apparently now has become a convert to entire steel equipment in car manufacturing.—EDITOR.



News Miscellany



Memphis Club Meeting

The annual banquet of the Lumbermen's Club of Memphis will be given at Hotel Gayoso the evening of Nov. 25. The ladies will again be invited. The entertainment committee, W. L. Crenshaw, chairman, will have charge of all preparations.

The semi-monthly meeting on Nov. 11 was well attended, forty-four members being present. President James E. Stark presided. The customary luncheon was served.

Election of officers will be held Dec. 16 and the new officers will be installed at the first meeting of the new year. It is expected that the committees will be named at the next meeting and that the tickets will be announced at an early date.

Annual New York Lumber Association

The annual meeting of the New York Lumber Trade Association was held Wednesday, Nov. 8. This was the twenty-fifth annual of the organization and the attendance was large and representative. A Delmonico luncheon preceded the meeting.

At 2:30 President Russell J. Perrine opened the meeting with a short address covering the year's work.

The report of Secretary J. D. Crary followed, in part as follows:

"There is not a man in the lumber trade to-day, whether he confines his business to the old line companies or gives it to the mutual companies, that is not saving each year in his insurance premiums many times what this association costs him a year, and it is perfectly safe to say that all this reduction in insurance premiums is due directly to the fact that this association has been in existence.

"The reason that to-day your yards are not dominated by the labor unions is because of this association. We think there is no question whatever concerning this statement. Our first fight against the walking delegate was in 1891. From that time until 1904, thirteen years, you enjoyed almost uninterrupted freedom from any dictation of labor unions. In 1904 the fight was renewed, with what result you all know well.

"It is difficult to say how much influence this association has had in protecting its members from unjust and unreasonable legislation, and in this connection it is a pleasure to say that never in the history of the organization has one cent been improperly spent to influence the same. Nevertheless, our influence at times has been very great, and through this association some very bad legislation which would have vitally affected your interests has been blocked.

"Prior to the inauguration of this association the market had been roundly abused for its lack of method in inspection, and this was one of the first matters considered. Today we have official rules governing hardwoods, Yellow pine, short leaf pine, spruce, and inspection covering other woods is under consideration.

"We wonder how many here present realize the vicissitudes which the trade has endured during the life of this association. Would you believe that in New York City, since this association was founded, 169 men who had been closely identified with the lumber trade have passed away? The larger part of them had been at various times connected with this association.

"Then again, what vicissitudes there have been in the personnel of the business! How many businesses have been changed in character or been discontinued by reason of death, or failure, or for other reasons? Two hundred and three concerns that formerly conducted business in this market, all of which had been members of the New York Lumber Trade Association, comprise the list.

"Not the least of the association's good work has been through the credit system. Many of us can remember when there was no credit system. At that time there were certain irresponsible carpenters who almost literally made a circuit of the market. They would, by cash payments, establish a credit in some particular yard, and then after a while secure quite a large amount of credit. Then they would stop paying and go to the next yard and conduct the

same identical operations. In this way there were dead-beat carpenters roaming through this market who were creditors of pretty nearly everybody in the market.

"All this has been stopped, and today, bad as they are, the credits are infinitely better and the trade is much greater safeguarded than it ever was before in its history.

"As an evidence of the value of the credit system just note the figures which follow:

The total number of claims reported to date aggregating....$451,013.86
Total amount collected..... 226,340.97

A gain this year of..... $13,119.34

"The total amount collected since the credit system was started is over fifty per cent of all the accounts reported. Just think of this percentage! Consider the claims which are reported. Consider the fact that probably no one would report a delinquent unless he were pretty sure he was a bad one—and then think of collecting, without any legal process whatever, over fifty per cent of this class of accounts. It is a record which is wonderful. During the secretary's term of office he has examined many credit systems—some run in connection with legal departments. He has never seen one that approximated anywhere near this percentage. Let's take a single year, for instance, and that is the year just passed.

"The total accounts reported aggregate $9,995, and we collected for the membership $13,119, over $3,000 more than we reported on the No. 4 blank, which shows that this amount of $3,000 and over was collected on blank No. 1 or on blank No. 3 and that it was not necessary to report the matter further to our membership."

Reports were also received from the lumber committee, trade relations committee, committee on legislation, etc., followed by a report of the committee on nominations, which comprehended the following ticket, which was elected unanimously:

President, Russell Johnson Perrine. Vice-President, John F. Steeves. Second Vice-President, Frederick W. Starr. Treasurer, Charles F. Fischer. Trustees: Russell Johnson Perrine, John F. Steeves, Frederick W. Starr, Charles F. Fischer, John L. Cutler, William P. Youngs, Guy Loomis, William S. Wandel, Hammond Talbot, Gulian Ross, Richard S. White, Rowland McClave, Louis Bossert, James H. Pittinger, John Eagan, William H. Simonson, Abner P. Bigelow, Albro J. Newton, Christopher W. Wilson, Elbert M. Wiley, Peter A. Smith, John J. Cooney, Edwin D. MacMurray, George C. Lavery, William F. Clarke, John C. Creveling, William S. Van Clief, Allan H. Church, Treadwell D. Carpenter, Patrick Moore, James Sherlock Davis, Thomas J. Crombie, Robert R. Sizer, William O. Seaman, John F. Cronin.

The association voted to hold its annual banquet this year and plans for it were left to a committee composed of A. P. Bigelow, J. D. Crary and Walter Adams.

Louisville Hardwood Club Annual

The annual meeting of the Louisville Hardwood Club was held last week at the Seelbach hotel. The event also marked the third anniversary of the organization and was featured by addresses from pioneers who effected its formation in 1908.

When the election meeting was called to order, everybody sat down to the sumptuous birthday supper with more than usual celerity and smiles of anticipation were in evidence on every countenance. The routine business of the meeting was not neglected, but it was plain that everybody was hungry for the round of post-prandial speeches and the greetings of a new year of club life that were to be extended. Amid a burst of applause the toastmaster introduced, as the speaker of the evening, E. H. Defebaugh of Chicago, formerly a resident of Louisville, and figuratively the corner-stone of the club.

Mr. Defebaugh devoted his allotment on the program to a discussion of modern business methods as applied to the lumber business. He said the salvation of every lumberman in the country, whether he needed it or not, lies in scientific methods of salesmanship applied to the trade. The merchant must adapt his stock to the needs of the consumer and must offer it for sale through this adaptation. By giving the customer just what he wants, when he wants it, and convincing him that he has a proposition he cannot overlook because primarily it is suited to the needs of his business, the standard of lumber selling is raised to its highest point of efficiency, and the essential department of the business is disposed of in the most satisfactory manner.

The program of addresses was concluded to make room for the main feature of the occasion—the election of officers. M. Brown of the W. P. Brown & Sons Lumber Company, was re-elected for a second term as chief executive of the organization. At first President Brown declined the nomination with thanks, but he was prevailed upon after the election to let the ballots stand. His 1910-1911 administration was notable in the history of the club.

D. E. Kline of the Louisville Veneer Mills, was elected vice-president of the club. Mr. Kline has been an active worker in organization interests for a long time and the members are confident that he will make an able second to President Brown. Claude M. Sears of the Edward L. Davis Lumber Company, is again treasurer of the club. Ever since the body was formed, three years ago, Mr. Sears has had charge of the finances of the body, and the members hail him as a second MacVeagh in affairs of finance.

The Louisville Hardwood Club has decided to put forth concerted effort to land the 1912 convention of the National Wholesale Lumber Dealers' Association. A meeting of the executive committee of the national body will be held in New York City next month and it is probable that an ambassador from the Falls City enthusiasts will wait upon the members of the committee and urge the advisability of selecting Louisville, famous for its hospitality, entertainment and industrial features from coast to coast, as the national Mecca for next year.



T. M. BROWN, PRESIDENT LOUISVILLE HARDWOOD CLUB.



D. E. KLINE, VICE-PRESIDENT LOUISVILLE HARDWOOD CLUB.



CLAUDE M. SEARS, TREASURER LOUISVILLE HARDWOOD CLUB.

Meeting of Evansville Lumbermen's Club

The Evansville Lumbermen's Club held its monthly meeting at the New Vendome hotel Nov. 21. After an eight-course luncheon the business meeting was called to order by President Young. Owing to the absence of Secretary E. H. Luhring, the minutes of the previous meeting were read by Acting Secretary Paul Luhring.

The resignation of the Beach & Fuller Company, which was presented at the last meeting, was brought up, and the membership committee asked for more time before reporting on it.

The applications for membership of Jos. Waltman, Jr., who is in the local wholesale trade, and the Brucken Lumber Company, were presented and accepted. The Brucken Lumber Company's plant is at Brucken, Ky.

Daniel Wertz reported that the meeting of the directors of the Indiana Hardwood Lumbermen's Association was held and that it was left to the club to fix a date for the holding of the annual meeting. A motion was made and carried that they set Thursday, Jan. 18, as the date for entertaining the Indiana association. A finance committee was then appointed by President Young, consisting of Daniel Wertz of Maley & Wertz, chairman; M. E. Cummings of Riemeier Bros. & Cummings; Chas. Wolflin of

Weldin Lumber Company, who will take care of the financial end of the entertainment.

John R. Walker, president of the Lumbermen's Bureau of Washington, D. C., was introduced and he talked along the line of publicity.

Chas. Davis of the Mengel Box Company, was present and talked entertainingly on the efforts and success of the Louisville Hardwood Club. Mr. Davis said, "We all work together for the good of Louisville as a hardwood market. Each member of the club knows of what each of the other's stock consists, and if he cannot fill an order, if it's in Louisville, and it nearly always is, he refers his customer to his fellow club member who has the stock. We are for Louisville all the time."

State Senator W. B. Carleton extended an invitation in behalf of the Press Club to the visiting lumbermen to partake of the hospitality of the club.

The J. W. Thompson Hardwood Company

As previously recounted in HARDWOOD RECORD, J. W. Thompson, formerly of Memphis, Tenn., has located in Chicago, with headquarters at



J. W. THOMPSON, J. W. THOMPSON HARDWOOD COMPANY, CHICAGO.

1332 McCormick building. Under the title of the J. W. Thompson Hardwood Company he has entered into the wholesale hardwood business and will specialize in southern hardwoods, with which he is so familiar.

Mr. Thompson enters the Chicago wholesale lumber trade with the prestige of a long experience in lumber affairs, a clean record, an exceptional knowledge of sources of supply, and a very comprehensive acquaintance with the pine trade.

Mr. Thompson had his early experience in hardwood affairs in Indiana, and twenty years ago went to Mississippi, and from that state moved to Memphis, where he was engaged in the wholesale trade for several years, and but recently closed out his interests. He has been identified with the National Hardwood Lumber Association ever since its organization, and for some years was an official of the association.

If his personal popularity counts for anything in the making of success, Mr. Thompson certainly is mighty well equipped to secure a very handsome business in Chicago and vicinity, since his affability, courtesy and consideration to his fellows are of such a character that he commands not only the respect, but the sincere personal regard of hosts of hardwood producers and [illegible]

The Veneer Association

In anticipation of the forthcoming annual meeting of the National Veneer & Panel Manufacturers' Association to be held at the Auditorium hotel, Chicago, on Dec. 12-13, Secretary E. H. Defebaugh has forwarded a letter, of which the following is a transcript, to all members of the organization:

Chicago, Nov. 17, 1911.

Dear Sirs:

The prevailing conditions incident to the general business of all lumber manufacturing lines necessitate operations for the next twelve months being placed on different lines than for several years past.

In the first place, there is too much capacity in all wood-working lines; raw material is too accessible, and the result is that over-production prevails.

You will not doubt this statement, and I am calling your attention to it, because we are going to talk about it at the annual meeting of the National Veneer & Panel Manufacturers' Association, to be held Dec. 12-13, at the Auditorium hotel, Chicago.

I am going to suggest that you plan to make less veneer next year, and when you sell an order, be sure you have a profit on it.

You do not do this now; not because you do not want to, but because you cannot under prevailing conditions. Unless some concerted effort is made to make less veneer in 1912, it will be impossible for any man to make any money in the veneer business.

The slipshod way of determining cost and selling values of the past cannot prevail today, because -

First: Timber prices are extravagantly high.

Second: Owing to increased waste, and decreased efficiency in labor, it is costing more money to put your veneer in the warehouse.

Third: Your selling expenses are greater than they should be, and you are having to meet competition which disregards all rules of good business in making prices.

We are going to have an address at this meeting that will tell you about a method of absolutely determining the cost of doing business.

A clear sky, an occasional star and a moon that looks like a watermelon awakens interest in any man who loves nature.

The great white way in business has been under a cloud for more than twelve months. Some of the "seers" in wood-working lines seem to have discovered a flash here and there, which indicates 1912 is not going to be a bad business year, owing to the fact that stocks of the consumers are light and the politicians have talked themselves to death; the muck-rakers have discovered they are on the wrong track, and the commercial world is going to have a chance to do a little business next year, notwithstanding the rulings of the Department of Justice, and the wet blanket the Sherman law interpretation has put on all of us.

We want you to come to Chicago, because it is for your interest to be here. If you have a sore spot that you cannot cure in your business life, just write it out and bring it to the meeting; put it on the blackboard, let the people discuss it and perhaps a remedy can be suggested. We do not need to bring you in the limelight in connection with any question, but we want this meeting to accomplish something. If you come earnestly appreciating the need of the hour, we will do some things that will make 1912 more profitable to every member of the association.

Very truly yours,

E. H. DEFEBAUGH, Sec'y & Treas.

Starts Hardwood Mill

The Central Hardwood Company, offices 1001 Hibernia building, New Orleans, La., started its new eight-foot single band mill at Malboeuff, La., on Oct. 30. It is situated on the Lafayette-Baton Rouge branch of the Southern Pacific railroad and has a [illegible] mixed hardwoods, and will manufacture oak, red gum, ash cypress and cottonwood.

J. Edward Crusel of New Orleans, is president; M. J. Voorhies of Saint Martinville, La., vice-president and general manager; C. J. Swan of New Orleans, secretary and treasurer. The board of directors includes besides the officers, J. F. Clarke of Hayward & Clarke, New Orleans; A. V. Fournet of Saint Martinville, and F. Rouge of New Orleans.

New Hardwood Company

The Diamond Lumber Company, manufacturer and wholesaler of hardwood lumber, has opened offices in the Union Trust building, Parkersburg, W. Va. E. M. Bonner is president and general manager and William Rogers is secretary and treasurer. This company controls the output of several mills on the West Virginia and Pittsburg division of the Baltimore & Ohio railroad, approximating 12,000,000 feet annually, principally oak, poplar and chestnut. Mr. Bonner and Mr. Rogers are lumbermen of high standing and extensive experience, and their many friends predict for them unbounded success.



J. T. CLELAND, MILTIMORE LUMBER COMPANY, KNOXVILLE, TENN.

The Miltimore Lumber Company

One of the enterprising hardwood jobbing houses of Knoxville, Tenn., is the Miltimore Lumber Company, of which J. T. Cleland is the presiding genius. Mr. Cleland has offices in the Empire building, and has a very desirable business, specializing chiefly in high-grade poplar.

Growing Mexican Lumber Port

Notable among commercial developments of Mexico are the growth and shipping improvements of Manzanillo, on the west coast, the door to the State of Colma, the most populous and productive section of the republic. The city's harbor has been greatly improved and extended by the government under the direction of an American engineer and contractor, and the Mexican Central railway, one of the government merger lines, has built a wharf 720 feet long and 80 feet wide with every modern facility.

Prominent among the large commercial enterprises of Manzanillo are its lumber concerns. The Colima Lumber Company, according to Richard M. Stadden, American Vice-Consul, has invested about $700,000 in the development of its business in Colima. This company owns 54,000 acres of timber land at Cerro Grande, a sawmill of 40,000 feet capacity every twelve hours of work, thirty miles of main line track, and four locomotives. The principal production

of the Colima company will be oak lumber of the different varieties. These have been proved by laboratory tests in Mexico and the United States to be first-class material. The company expects also to produce a large number of railway ties. More machinery is expected from the United States for the forest work.

The Pacific Timber Company has completed three miles of railroad for logging, the equipment for which will be one locomotive and fifteen cars of American make. Twelve miles of flume have been completed. A railroad for taking lumber from the lower end of the flume to the coast, eleven miles, is being constructed.

New Hardwood Enterprise

Charles K. Parry & Co., of Philadelphia, Pa., state that they are largely interested in a new concern known as the Carolina Spruce Company, which is developing a large tract of timber land, said to be one of two of the very finest tracts in Yancey county, North Carolina. This tract comprises about 7,000 acres of poplar, chestnut, basswood, cherry and spruce. Railroad connection is nearly completed. The company will erect an eight-feet band mill just as soon as the railroad is far



CHARLES K. PARRY, CHARLES K. PARRY & CO., PHILADELPHIA.

enough advanced to handle freight, and it expects to be in full operation in about six months. Charles K. Parry has devoted most of his time during the summer to superintending the work of the company. He returned recently from the company's yellow pine mill at Selma, N. C., and said the output, while not exceeding 5,000,000 feet this year, will be increased to over 7,000,000 in 1912. This mill is cutting poplar and oak. Pinebloom mill is manufacturing flooring strictly, turning out an average of 30,000 feet daily.

Michigan Retail Association Files Answer

The officers and directors of the Michigan Retail Lumber Dealers' Association, the Scout Publishing Company and the Lumber Secretaries' Bureau of Information have filed in the federal court at Detroit their answer to the government charge that they are acting in violation of the Sherman anti-trust law. The answer is a general denial of the government charges, and also contains an attack on mail order houses and wholesalers, manufacturers and jobbers selling directly to the trade. While admitting that in the past there were agreements among members not to purchase of manufacturers, wholesalers or jobbers selling directly to the trade, and contending that there was nothing unlawful in such agreements, the lumbermen assert that these agreements were long ago abandoned. This language is then used in the answer:

"These defendants aver that the maintenance of such methods of distribution does not partake of the nature of restraint of competition and of trade and commerce, but on the contrary tends to facilitate the same. They further say that any efforts to destroy such methods of distribution, either by great combinations of capital or by injunction, would inevitably destroy competition, restrain trade and commerce, and build up great monopolies and great concentration of wealth.

"These defendants further say that the so-called mail order houses, and some wholesale dealers who are operating with them, are seeking to destroy the method of distribution by producers and through retail merchants and to substitute themselves as such distributors. To this end the mail order houses are seeking the aid of the employes of the postoffice department of the United States and are sending circular letters and advertising matter to rural free delivery carriers to induce them to act as sale agents of such mail order houses."

A sample letter sent to rural free delivery carriers by Sears, Roebuck & Co., Chicago, in which the good will of the carrier is asked, is included in the answer.

Methods were adopted in the past which the defendants admit should not have been adopted. These included an attempt to collect penalty from wholesalers who were selling to consumers.

Referring to mail order houses the defendants declare that they often represent themselves as producers and manufacturers, although they are not. Mail order houses are nondescript and have no place in any classification of the trade.

The defendants deny that they are now and ever have been engaged in any unlawful conspiracy, unduly and unreasonably to restrain trade in the lumber products business between the various states and territories. They deny the existence of conspiracy and claim the right of a demurrer.

Co-operative yards and unions are attacked by the defendants. The defense asserts that members of these associations band together and buy direct from wholesalers, manufacturers and jobbers with the intent of driving out and destroying retail lumber dealers in their vicinity.

Admission is made that information is obtained in cases where wholesalers, manufacturers or jobbers sell direct to the trade, and thereby jeopardize the trade of the retailer, but it is denied that an attempt is made to coerce or intimidate or restrain any member of the Michigan Retail Lumber Dealers' Association from exercising his own best judgment after receiving information.

Denial is made on behalf of the Scout Publishing Company and the Lumber Secretaries' Bureau of Information that they have combined to carry out any conspiracy or that the association has agreed to furnish the Scout names of wholesalers, etc., selling to retailers.

October Cut in Shipments of Wisconsin Houses

Secretary Kellogg of the Northern Hemlock & Hardwood Manufacturers' Association, issues a statement showing the cut and shipments of fifty-three lumber manufacturers connected with his association for October, 1911, as compared with cut and shipments of the same concerns during the same month of 1910. The hardwood cut of October, 1911, was 9,782,000 feet, as compared with 10,558,000 feet during the corresponding period of last year. During October of this year 18,231,000 feet were shipped, against 16,428,000 feet during October, 1910. Wisconsin's largest hardwood output is of birch; the second largest maple, and the third, basswood, although it also produces a considerable quantity of gray elm and black ash.

Biltmore Forest School

Dr. Schenck's Biltmore Forest School is now installed at Darmstadt, Germany, in its winter headquarters, with an unusually large class of students. The last leaflet issued by the school recites a history of its movements since it left Marshfield, Ore., on Sept. 16, where it was encamped with the C. A. Smith Timber Company.

Dr. Schenck will return to the United States early in the spring, and after enrolling new students will make the school's first camp in New York state's forest reserve in the Adirondacks; will then make a brief stop in the North Carolina pine district, probably near Ayden, N. C.; then will go into summer encampment for a while at Sunburst Village near Canton, N. C., in the hardwood region; after which probably the school will spend a few weeks in one of the districts embraced by the government's new Appalachian park in eastern Tennessee. It will then encamp near Cadillac, Mich., for a month, and again move to the Pacific coast for several months before again departing for the winter in Germany.

The wonderful allurements, to say nothing of the educational advantages of a course in the



DR. C. A. SCHENCK, DIRECTOR BILTMORE FOREST SCHOOL.

Biltmore Forest School, make every mature lumberman jealous of the fact that he is not a boy again, that he might be able to become a student of this foremost school of forestry and practical lumbering.

Three New Types of Band Resaws

The famous specialists in band resaw construction, W. B. Mershon & Co., Saginaw, Mich., have added to their already big line three brand-new types of resawing machinery. One is a new model of the twin resaw, which is a marked improvement over the earlier and original machine put out by this company, and is designed for use in box plants, as it saws lumber into three pieces at one process.

The second machine is a new hopper horizontal band resaw for box makers, automatically resawing short sections of box material into thin stock.

The third machine is designed for direct attachment to the end of a two- or four-side planing machine, in which two-inch stock is dressed two sides or dressed two sides and ship-lapped or tongued and grooved, and then resawed.

All of these machines are built on the usual Mershon standard of quality, efficiency and fine adjustment, and will constitute a substantial addition to this concern's famous line of resawing machinery.

Out of Receivers' Hands

The E. Sondheimer Company, Memphis, Tenn., announces under date of Nov. 20 that a meeting of its creditors was held at Memphis on November 15, at which time $640,000 of the total indebtedness of $665,000 were represented. At that time a plan of settlement was unanimously agreed upon, and this agreement is being put into writing, and as soon as completed will be mailed to creditors for acceptance.

This plan will place the property of the E. Sondheimer Company back into its own hands under the direction of Max Sondheimer, president, and Rudolph Sondheimer, secretary. The company is to be congratulated upon its prompt release, which is in line with the prophecy made by HARDWOOD RECORD at the time of the receivership.

A Specialist Who Has Made Good

At 372 Baynes street, Buffalo, N. Y., is located E. B. Brown, who is distinguished in the lumber trade as a specialist in the purchase and distribution of wagon-wood stock.

Mr. Brown entered the lumber business in 1889 as yard man with E. & B. Holmes of Buffalo, and afterward was employed as yard man



E. B. BROWN, WAGON WOODWORK SPECIALIST, BUFFALO, N. Y.

by the Kirk-Christy Company, which was merged into the Empire Lumber Company at Buffalo, up to 1902, when he went with Anthony Miller for four years as buyer and salesman. On Jan. 1, 1907, he started out on his own account in a special line of wagon-wood stock. Mr. Brown is quite proud of the fact that he has only a half-dozen customers, which keep his time fully occupied in securing from small mills throughout the country their requirements for oak bolsters, sand boards, eveners and reaches, and hickory and maple axles. Mr. Brown spends much of his time in buying the stock, and training sawmill men in manufacturing the stock, to enable them to secure the highest results from their timber.

Export Timber Measurement

The committee of the National Lumber Exporters' Association appointed to confer with [illegible] on measurement, has begun work and a report of the result of the first conference is at hand. The committee and representatives of the brokers discussed the subject at considerable length in London on Oct. 24, only to discover afterward that the brokers had no authority to enter into an agreement. It was decided [illegible] and adjourn, [illegible] Oct. 31, when it is hoped a decision binding upon the other side can be arrived at. The committee, which includes Gustave A. Farber, London representative of Russe & Burgess, Memphis, Tenn.; R. D. McLean of the Hugh McLean Lumber Company, and J. R. Williams of the Ferd Brenner Lumber Company, Cincinnati, O., submitted for consideration the following four articles.

"1. In taking the thickness of all American lumber, the same to be taken one foot from the thinnest place. (This rule has been adopted by Liverpool and has been in use there for some time.)

"*2. In case not more than ten per cent in plain oak and twenty per cent. in quartered oak should be one sixteenth of an inch scant in thickness, no notice to be taken and the parcel as a whole to be considered full thickness.

"3. Where shipments are found by the port authorities to have the superficial contents marked on each piece in figures, such figures must stand; or alternatively, every piece with the measurements of which the port authorities disagree shall be laid aside for inspection, shippers paying the necessary expenses.

"4. When the variation in measurement does not amount to more than one per cent, no claim for shortage is to be made, provided the lumber is measured full contents according to the board rule.

"*This is understood to apply to one inch thickness and up, and similarly it is suggested that in case of three-quarters of an inch and under 1-32 scant shall be considered full thickness."

The proceedings were marked by the utmost cordiality and good will, and it is believed that there is every prospect of getting together on a complete agreement.

Well Under Way

The recently incorporated Reliance Lumber & Manufacturing Company of Columbus, O., which took over the Reliance Lumber Company of that place, has passed through the period of formation and is now well established in its new yard and office on Dublin street.

The active members of the firm are C. T. Nelson and R. B. Lovell, who formerly were copartners in the Reliance Lumber Company.

The old concern occupied offices in the Schultz building, but soon realized the advisability of establishing a sorting yard. As a result new offices were built in connection with those of the C. T. Nelson Company, and a yard was laid out. It is intended to carry a large stock of West Virginia and southern hardwoods. Plans are about completed for the operation of two hardwood mills in Ohio near the West Virginia border, and when these are running the Reliance Lumber & Manufacturing Company will have an extensive line of its own stock to draw from.

Notes of the Veneer Trade

The Coast Line Veneer Mills have been incorporated at Norfolk, Va., with a capital of $5,000. C. F. Wells is president.

* * *

Adolph Sturm, president of the Adolph Sturm Veneer Company, Chicago, died at his home, 1408 Wells street, Friday, Nov. 3, from the effects of a stroke of paralysis which occurred in 1909. He was born in Vienna, Austria, Oct. 15, 1848. He went into the veneer business in 1872, and later became interested in other business enterprises in Chicago. Mrs. Sturm, nine children and nineteen grandchildren survive him.

* * *

The Puyallup Mill & Veneer Company, Puyallup, Wash., which has large timber holdings at Eagle Gorge, will erect a sawmill at that point to replace the one recently burned at Puyallup. The company's planing mill and box factory will be rebuilt on their former sites. The sawmill is to have a twelve-foot band saw that will cut timbers 120 feet long.

A large warehouse is being built by the Hanson-Ward Veneer Company of Bay City, Mich., and machinery is being installed for the manufacture of all kinds of panel doors, maple flooring, veneers, auto dash boards, table and machine tops.

* * *

The Roddis Lumber & Veneer Company at Park Falls, Wis., has finished its season's cut and will be closed for annual repairs. The mill has been in steady operation the last season and very successful. It is expected that the plant will be ready to resume operation in about one month.

* * *

The Anderson Veneer & Saw Mill Company was incorporated at Louisville, Ky., Nov. 11, with a capital stock of $60,000. The company will manufacture and sell veneers, lumber and logs. Olaf Anderson, R. M. Cunningham and W. V. Sheperdson are the incorporators.

The Maryville Lumber Company

The portrait accompanying this paragraph is that of H. G. Tarvin of the Maryville Lumber Company, Maryville, Tenn. This company has just finished cutting the timber from 6,000 acres



H. G. TARVIN, MARYVILLE LUMBER COMPANY, MARYVILLE, TENN.

in Blount and Monroe counties, Tennessee, and will soon begin cutting the timber on an 8,000-acre tract in Monroe county. This timber is located along the Tennessee river, six miles east of Chilhowie on the Tennessee & Carolina Southern railway. The concern will move its band mill from Maryville to the last-named tract, and expects to begin cutting lumber about Mar. 1. This tract is principally a poplar and white pine proposition.

Mr. Tarvin, manager and treasurer of the Maryville Lumber Company, was formerly associated with the Ward Lumber Company of Chicago, having had charge of its mills in Arkansas. Later he was connected with the W. M. Ritter Lumber Company of Columbus, O. Mr. Tarvin controls the manufacturing and distributing ends of the business with headquarters at Maryville, a thrifty lumber and wood-working manufacturing town, located eighteen miles southeast of Knoxville, on the Knoxville and Augusta branch of the Southern railway and on the Louisville & Nashville railroad.

October 1911 Blue Book

The National Lumber Credit Manufacturers' Corporation of St. Louis, Mo., of which W. F. Biedermann is superintendent, is out with its sixteenth volume of the Blue Book, which con-

tains a classified list with capital and credit ratings of all manufacturers' wholesale and retail dealers in lumber as well as factories that buy lumber in carload lots.

The Blue Book is issued semi-annually—in April and October—and the publishers advise that this edition has been compiled with the utmost care to make the list as complete and accurate as possible, and that they have been very conservative in quoting the capital and credit ratings of concerns listed therein.

It may be of interest to know that E. G. Griggs, Tacoma, Wash., president of the National Lumber Manufacturers' Association, is also president of the National Lumber Credit Manufacturers' Corporation.

Meeting of Board of Directors Lumber Sales Managers' Association.

The directors of the Lumber Sales Managers' Association held a meeting at the Auditorium hotel, Chicago, on Thursday, Nov. 23.

The Stearns Salt & Lumber Company of Ludington, Mich., on application, was admitted to membership.

The resignation of A. G. Fritchey as president was accepted, and F. L. Brown of Chicago, first vice-president, will act as president until the next annual meeting.

The resignation of C. F. Korn of Cincinnati as a director was accepted and B. F. Dulweber of Cincinnati was substituted to take his place until the next annual meeting.

E. M. Holland, sales manager of the Stearns Salt & Lumber Company, Ludington, Mich., was elected to fill the vacancy on the board of directors occasioned by the non-acceptance of C. A. Bigelow of Bay City, Mich.

The board carefully considered the different departments of work which it is organizing for the benefit of its members, and it was decided for the present to pay especial attention to the statistical information bureau; arbitration and adjustment of claims; collections and credits; market conditions report; lumber exchange feature; employment of buyers, inspectors and salesmen; educational features; and purchases and general policy.

This last feature of fully carrying out the principles upon which the original organization was made, to effect the highest efficiency in salesmanship and strict integrity in the line of work, was emphasized above everything else.

It was decided to hold the next annual meeting at the Auditorium hotel, Chicago, on Thursday and Friday, Feb. 16 and 17, 1912. A committee consisting of E. H. Klann, W. W. Dings and E. M. Holland was appointed to work out a program for the two days' session.

The meeting was marked by manifest enthusiasm over not only the current, but prospective work of the organization, and it was believed that the painstaking way in which the work is being perfected shows that there is no lack of interest in the movement, and that the work of the association is going forward in such an intelligent way as to warrant the assumption of its ultimate success.

The present roster of membership of the organization is between forty and fifty. All lumber sales managers interested in allying themselves with the association should address E. H. Klann, secretary, Masonic Temple, Chicago.

Miscellaneous Notes

The Hickory Manufacturing Company, Hickory, N. C., has recently been incorporated.

A new wagon stock plant established at Oak Grove, La., is that of Briggs Brothers & Williams.

The Baltimore Lumber Company of Baltimore, Md., was recently incorporated with a capital stock of $25,000.

Articles of incorporation have been filed by the Linolith Sanitary Flooring Company at New York City to manufacture flooring of all kinds, with a capital stock of $200,000.

The Smith Novelty & Carving Company has been incorporated at Fort Smith, Ark., with a capital of $10,000.

A new concern to start business at Wilmington, Del., is the Ridgeville Lumber Company, incorporated with a capital stock of $25,000.

W. N. Hawley's lumber yard at Herington, Kan., was destroyed by fire Nov. 10. The loss is estimated at $30,000, partly covered by insurance.

The Whitter & Gay Manufacturing Company was recently incorporated at Atlanta, Ga., with an authorized capital stock of $2,500. The company will manufacture bank and store fixtures.

The Flat Creek Lumber Company has been incorporated at Richmond, Va., with a capital stock of $50,000, and will establish sawmills in Virginia to have a daily capacity of 50,000 feet of lumber.

O. P. Schafer, V. F. Marshall, J. V. Canavan, Fred Wettengel and E. G. Jones have incorporated the Oregon-Wisconsin Timber Holding Company at Appleton, Wis., with a capital stock of $100,000.



F. L. BROWN, CHICAGO, PRESIDENT LUMBER SALES MANAGERS' ASSOCIATION.

The Chess & Wymond Company of Jacksonville, Miss., manufacturer of barrel staves, etc., has bought from the Keystone Lumber & Brick Company 8,600 acres of hardwood timber lands in Jefferson county.

Glidden, Wis., has a new wood-working enterprise in the Glidden Manufacturing Company, just organized, which will manufacture clothes pins, candy pails, butter tubs, etc. The new company will give employment to a large number of men.

Edward E. Carriere & Co. of Mobile, Ala., have bought the hardwood plant and business of the McIntosh Lumber Company at McIntosh Bluff. This mill cuts about twenty thousand feet of hardwood lumber a day and manufactures gum staves.

The Seaboard Hardwood Corporation has been incorporated in Manhattan to deal in lumber, timber lands, etc., with a capital stock of $200,000. J. A. W. Pine and W. Essen of New York City, and L. J. Angevine of Brooklyn are the incorporators.

J. W. Johnson & Co. have organized at Huntington, W. Va., to deal in lumber and cross-ties, with an authorized capital of $30,000. The incorporators are J. W. Johnson, Lexington, Ky.; Fred W. Williams, E. E. Williams and Paul Scott of Huntington, Ky.

The Grand Rapids Veneer Works, Grand Rapids, Mich., has just closed a contract with the Gibson Refrigerator Company of Greenville, Mich., for two additional dry-kilns. This company already is employing three Grand Rapids kilns and this purchase gives it a battery of five.

The G. H. Evans Lumber Company of Chattanooga, Tenn., which lately made that city its center of operations, is making good progress in the hardwood trade. Its specialties are red and sap gum, and it also carries oak and poplar. The company's other mills and connections are at Mobile, Decatur and Demopolis, Ala.

The referee in bankruptcy of the K. & P. Lumber Company, Cincinnati, O., makes a report under date of Nov. 13, showing receipts on behalf of the creditors of $30,675.47 and disbursements of $19,771.01. It shows an inventory of probable assets for distribution to creditors amounting to $26,669.60. The report would indicate that eventually the general creditors will receive a total dividend of about twenty per cent.

The Hice Manufacturing Company of Johnson City, Tenn., manufacturer of wheels, rims, etc., is enlarging its plant. An addition 50x100 feet is being built. It will have a new boiler room and the latest shavings exhaust system. The concern has made rapid progress under the management of Mr. Hice, and gives promise of becoming one of the largest woodworking plants in that section of the country.

The Flint River Cypress Company has been organized at Albany, Ga., with a capital stock of $250,000. The company has bought timber lands along the Central of Georgia railroad and the Georgia, Southwestern & Gulf line, and is negotiating for more. E. J. Marsh, Waycross, Ga., formerly of the Wabash Cypress Company, is president; R. H. Paul of the East Coast Lumber Company, Watertown, Fla., formerly of the Gardner & Lacy Lumber Company, secretary-treasurer and sales manager.

The Beckman Lumber Company has been organized at Seattle, Wash., by Victor H. Beckman, for many years secretary of the Pacific Coast Lumber Manufacturers' Association, and one of the best informed men on current conditions in the manufacturing, wholesaling and retailing of lumber in the Pacific Northwest. Wholesale trade in hardwoods and dressed stocks and timber lands are his specialties, and he has a number of important deals on hand. The company's offices are located at 1001 Alaska building, Seattle.

L. S. Clough & Co., for many years operators of large lumbering plants in Forest county, Pennsylvania, have sold their entire holdings, about eight thousand acres of valuable timber lands, to Frank K. Kreitler of Nebraska and Frank K. Brown of Clarion, this state, manager of the "Watson Lands" Lumber Company's operations at Mayburg. The price paid was $290,000. The new owners are L. D. Collins, one-half, Messrs. Kreitler and Brown, one-fourth each. It is estimated that the timber amounts to 40,000,000 feet, a large amount of which is hardwoods of all kinds.

Notable among the developments of Weston, W. Va., this fall, are the improvements being made by the Davis-Eakin Lumber Company in its manufacturing facilities. Among them are the erection of a big band mill and the construction of a railroad. The company's circular mills are on the Birch river, near Erbacon, W. Va. Poplar, oak and chestnut are the company's specialties, but it will manufacture all kinds of native woods in rough and dressed stock. The headquarters of the mill will be located at the mill about April 1, 1912. J. R. Davis will have charge of the selling end, and P. E. Eakin will control operations.

A single band steel frame sawmill with a daily capacity of 50,000 feet will be erected by the Union Cypress Company, recently organized, at Melbourne, Fla. The building will be large enough to accommodate a double band mill of double the capacity. This plant is expected to

be ready for operation six months after construction is begun. The company has bought 225,000,000 feet of cypress and much other timber in Brevard and Osceola counties, Florida. D. F. Clark is president of the company; J. M. Clark, general manager; C. H. Clark, woods superintendent, and H. L. and W. E. Clark the other directors.

Hardwood News Notes

CHICAGO

Lawrence D. Ely, under the title of Osgood & Ely, with headquarters at 732 Monadnock building, Chicago, will carry on the lumber business of the late Henry D. Osgood. Mr. Ely will handle redwood lumber and shingles, hemlock, white pine and hardwoods.

H. P. Miller of the Hardwood Mills Lumber Company, Chicago, has gone to Memphis and other milling points to look over stocks.

J. L. DuPlain, representing William Buchanan of Texarkana, Ark., in the Illinois and Wisconsin territory, was in Chicago last week.

A. H. Ruth, sales manager of the G. W. Jones Lumber Company of Appleton, Wis., and Chicago, spent a few days during the last week with the Rockford, Ill., trade.

H. F. Below of Vollmar & Below Company, Marshfield, Wis., was a Chicago visitor last week.

C. Christiansen of the Christiansen Lumber Company spent a few days last week at Wausau and other Wisconsin milling points.

F. H. Kelly, sales manager of the Grand Rapids Veneer Works, Grand Rapids, Mich., was in Chicago on Thursday trailing up a big order for dry-kilns. Mr. Kelly reports the dry-kiln business of the Grand Rapids Veneer Works to be larger than ever before in its history.

O. B. Bannister of the Muncie Wheel Company, Muncie, Ind., was a Chicago visitor this week.

E. M. Holland, sales manager of the Stearns Salt & Lumber Company, Ludington, Mich., was a Chicago visitor on Thursday of this week.

Among Chicago lumber visitors of the week was W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., and Max L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo.

Floyd Day of the Swann-Day Lumber Company, Clay City, Ky., was a welcome Chicago visitor Nov. 23.

NEW YORK

The state canals closed Nov. 15 notwithstanding an application to have them continued open a week or two longer. The result is that a good deal of lumber is tied up at northern ports which will have to remain over until spring or be brought down by rail.

Joseph Rathborne, veteran cypress lumberman of New Orleans, La., and head of the Louisiana Cypress Company at Harvey, that state, arrived in this port a few days ago from an extended trip in Europe. Mr. Rathborne spent several days at the Waldorf-Astoria before leaving for New Orleans.

George H. Storm, head of George H. Storm & Co., hardwood flooring specialists, foot of East Seventy-second street, Manhattan, is erecting a fine summer bungalow at Little Moose lake in the Adirondacks.

The Stevens-Eaton Company, prominent wholesale house, 1 Madison avenue, Manhattan, which for several years has operated a wholesale storage yard at Gilman, W. Va., is closing out the latter operations to develop still larger and better facilities at Elkins, W. Va. At this point it has recently acquired a large distributing yard with excellent railway connections and is accumulating a large and complete assortment of hardwood timber suitable for the eastern trade. It is also contemplating the erection of a planing mill to facilitate quick service in dressed hardwoods. This new facility, in connection with the well established general supply sources of the company, will place it in a still stronger position to extend the very best service to eastern buyers that is possible.

I. I. Cole & Son, mahogany and hardwoods, foot of East Eighth street, suffered a slight damage by fire on Nov. 8. Fully insured.

Gochnour, Soble & Co., wholesale hardwoods, is the name of a new house just organized with headquarters at 1 Madison avenue, capital, $40,000. The incorporators are R. M. Gouchnour of Windber, Pa.; Charles and Harry Soble of Brooklyn, the latter two gentlemen having been formerly identified with the hardwood operations of Soble Brothers of this city and Philadelphia.

T. J. Moffett of the Maley, Thompson & Moffett Company, Cincinnati, O., large domestic hardwood lumber and veneer manufacturer, was in this city a few days in the last fortnight, visiting F. F. Burgess, manager of the local office at 65 Beaver street. The general business of the company is reported as very satisfactory considering all conditions. Its wholesale and distributing yard at Erie Basin, Brooklyn, is being increasingly appreciated by the foreign buyers and the company is in a strong position to extend to them very prompt and efficient service.

The Guatemalan & Mexican Mahogany Export Company, a New Jersey corporation with offices in this city, has been placed in the hands of receivers, Edward I. Edwards of Jersey City, and Angus McKinsey of Plainfield, having qualified with bonds of $50,000. This company was formed several years ago and has been cutting and shipping mahogany in Guatemala and Mexico under government concessions. The petitioners claim $197,874. A New Jersey bank and several New York, London and Mexican houses are named as creditors.

Jacob Doll, well-known piano manufacturer of this city, died Nov. 13, from a complication of diseases. Mr. Doll came to this country when fourteen years old. In 1871 he engaged in the manufacture of pianos in a building he erected in East Thirtieth street, where he continued in business until 1906, when the building was destroyed by fire. Following the fire he erected a large factory at One Hundred and Thirty-Third street and Southern boulevard, Bronx. Mr. Doll was sixty-one years old. He is survived by a widow, five sons and five daughters.

KNOXVILLE

Ed Maphet of the Logan Maphet Lumber Company, has left for a business trip to Cincinnati and expects to be gone a week or ten days.

W. E. Douglass and J. D. Hitchcock of the Douglass & Walkley Company, Cleveland, O., were in this city this week en route to their band mills at Elk Valley, Tenn. They report trade good with their concern.

E. M. Huggins, Columbus, O., president of the Maryville Lumber Company, was a Knoxville visitor this week. This company's band mill is situated at Maryville, Tenn., and it also operates two mills at Chilhowee, Tenn.

J. F. Cleland of the Miltimore Lumber Company is in Baltimore, Md., on a selling trip.

Walter McCabe has been in Philadelphia, Pa., in the interest of his concern. It is shipping large quantities of high grade poplar and oak.

The lumbermen of this city are very much pleased with the Knoxville number of HARDWOOD RECORD of Nov. 10, and have received many compliments on the issue from their out-of-town friends.

Hardwood business in this vicinity seems to be about normal, all concerns busy filling orders; however, orders for future delivery are not coming in as fast as they did a few weeks ago. Demand for straight cars, however, remains about the same, with prices unchanged, while orders for mixed cars from the small buyers are not so plentiful. Collections seem to be coming in promptly, and wholesalers report that in most cases buyers are discounting their bills. It is not expected that new buildings will be started before spring, however, the unfinished buildings will require considerable lumber and keep retailers busy until spring. Furniture and mantel factories report trade favorable and buying considerable oak and other hardwoods. Ash seems to be a decided drug on the market, while all grades of poplar and oak are moving steadily. Lumbermen in this vicinity expect a scarcity in hardwoods before the spring trade opens.

BUFFALO

The theory advanced that the upturn in hardwoods, which has been looked for, is just starting. Business generally shows signs of reviving and foreign trade is in good position, and the banks have lots of money seeking judicious investment.

The last week has been Industrial week in this city and a period for the display of Buffalo-made goods in the stores throughout the business section. One of the chief features of the week was an automobile parade of machines, both pleasure vehicles and motor trucks. The Chamber of Commerce committee having the parade in charge included O. E. Yeager, I. N. Stewart and A. W. Kreinheder.

S. B. Taylor, who has become eastern sales representative of the Wood-Mosaic Company, New Albany, Ind., has returned from a western trip. He will continue his offices here.

James A. White, president of the Buffalo Maple Flooring Company, has returned from Boyne City, Mich., where he has lately been shipping a large amount of hardwoods.

The Empire State Forest Products Association held a convention at Watertown, N. Y., on Nov. 16, at which there was a representative attendance of owners of large timber tracts in the Adirondacks and elsewhere in the state, as well as of others interested in the preservation of the state forests, those present numbering about one hundred.

The association entered a protest against further arrangements with any foreign country whereby paper, pulp-wood and forest products may enter this country free of duty. A resolution was adopted recommending that arrangements already made with Canada be abrogated forthwith, inasmuch as Canada has failed to ratify the reciprocity agreement. Congress will be asked to further these resolutions.

Frank L. Moore of Watertown was re-elected president of the association; Ferris J. Meigs, vice-president; H. J. Caldwell, secretary and treasurer. W. L. Sykes, president of the Emporium Lumber Company, Buffalo, was elected chairman of the forestry committee.

The Buffalo Hardwood Lumber Company is receiving a large amount of lake hardwoods, and shipments will continue until about the first of next year.

Hugh McLean visited New York recently and saw the Yale-Princeton football game on Nov. 18, where he "rooted" for Yale, in which university his son is a student.

The Standard Hardwood Lumber Company is at present finding a larger sale for the lower grades of chestnut, with fair inquiry for upper

grades, though less active than a short time ago.

Improvements at the door and finishing mill of G. Elias & Bro. this winter will involve the expenditure of about $15,000 and make it a well-equipped and roomy plant. Work will begin soon.

H. A. Stewart of I. N. Stewart & Bro., returned to West Virginia Nov. 18, where he has lately been shipping hardwoods for the firm, principally oak and poplar.

Davenport & Ridley, who recently started a hardwood yard on Seneca street, are making a specialty of maple and other Pennsylvania hardwoods. B. E. Ridley has been spending part of this month in Pennsylvania.

Receipts at the yard of O. E. Yeager include a stock of thick poplar, for which there is a fair demand. Orders for oak are, however, in the lead. Cypress tank stock is selling well.

E. B. Brown, wholesale hardwood lumberman of Buffalo, has left for a two weeks' trip through Illinois, Kentucky, Tennessee and Arkansas to make contracts for next year as well as load several cars of oak and hickory wagon stock. While in southern Arkansas, Mr. Brown plans to spend several days in hunting.

F. W. Vetter states that while trade has not been at all rushing lately, his yard has sold a fair amount of hardwoods of various kinds, including oak, maple and ash.

Business at the yard of A. Miller has been well distributed among the hardwoods this month, with sales of oak about as good as any. Trade has not been brisk so far this fall.

B. E. Darling of Blakeslee, Perrin & Darling, has been in the West part of this month on a buying trip, while W. L. Blakeslee has been making some fair sales of hardwoods in the East.

PHILADELPHIA

H. R. Humphreys, head of the Hadertine Lumber Company, Camden, N. J., says trade is improving. Mr. Humphreys has gone to Norfolk, Va., to attend a meeting of the board of directors of the Norva Land & Lumber Company.

Thomas B. Rutter, Jr., of Mingus & Rutter, reports a more substantial improvement in trade and the outlook brighter than for some time. He has just returned from an up-the-state trip, where he booked some desirable orders.

T. H. Morrison of the Boice Lumber Company, Richmond, Va., was a recent visitor among the local trade, and at the Lumbermen's Exchange.

Franklin A. Smith, Jr., president of the Producers' Lumber Company, and former president of the Lumbermen's Exchange, says that some business is coming in, but there has not been any pronounced increase. Mr. Smith was one of the reform candidates for the Common Council in this city and he carried his ward by a large majority at the election Nov. 7.

The Tomb Lumber Company says trade is brisker than for some time, and it is hopeful as to the outlook. There has been an increase in orders for bill and car stock. Harry B. Tomb, president, has returned to local headquarters much improved in health.

William C. MacBride, president of the Lumbermen's Exchange of Philadelphia, has appointed Samuel B. Vrooman, Charles M. Chesnut and Franklin Smedley, delegates to represent the exchange at the convention of the National Rivers & Harbors Congress, to be held at the New Willard hotel, Washington, D. C., Dec. 6, 7 and 8.

W. H. Harding of the Harding-Finley Lumber Company, says orders have increased of late, but business is still of the hand-to-mouth character, requiring unrelaxed hustling to make sales.

The Monarch Lumber Company is having a continued fair volume of business. H. B. France, secretary and treasurer of this company and of the Haddock France Lumber Company, says the Monarch company has control of the entire cut of an extensive timber tract, which is turning out a large block of the finest maple and birch ever placed on the market. W. R. Haddock, president of both concerns, recently spent some time at the mill at Sterling, N. C., which he says is running well.

Elmer Troth, president of the J. S. Kent Company, reports increased North Carolina pine sales, the other lines running about even. Buying, however, is of the hurry-up-and-deliver order and difficult to manage.

Arthur W. Kent, secretary and treasurer, and Thomas B. Hoffman of the hardwood department, are scouring the southern lumber camps for desirable stock. They will visit Virginia, North Carolina and Tennessee.

Ralph Souder of Eli B. Hallowell & Co., says there has been a positive advance in buying. In certain lines and grades orders are for rush delivery, and owing to difficulty, and inadequate car service, it is not easy to obtain a supply of goods equal to the demand. Mr. Souder thinks the outlook is very encouraging.

The W. M. Ritter Lumber Company says trade is steady and the business outlook brighter. G. V. Patterson, eastern sales manager for this company and the Colleton Cypress Company, is making an extensive tour of the company's mills, examining stock conditions.

Almon P. Wint, one of the most popular lumbermen of Philadelphia, who for many years was associated with Charles Este, and later was made treasurer of the Charles Este Company, died Nov. 15, after an illness of several years. About a year ago Mr. Wint spent a short time in California for the benefit of his health, and returned apparently much improved, but the good effect was only temporary and he was soon obliged to resign his office with the Este company to obtain complete rest. His many friends extend their heartfelt sympathy to the family of the deceased.

Fire at the wagon and automobile factory of George W. Garrett & Sons, recently caused a loss estimated at $20,000, fully covered by insurance.

Fire destroyed the plant of the Penn Planing Mill Company at Reading on Nov. 12. Loss estimated at $30,000.

The Pennsylvania Lumber & Manufacturing Company, Greensburg, N. C., obtained a charter, under Delaware laws, Nov. 15. Capital $7,000.

PITTSBURGH

Pittsburgh is acquiring a number of new factories since the boom agitation of the Pittsburgh Industrial Development Commission began. James H. Matthews & Co. are arranging to build a factory on Chestnut street, North side. The Grasser Manufacturing Company of the North side will build a three-story factory 41 x 185 feet. Work has been started on the big plant of the American Fabric & Rubber Company at Jeannette, a short distance east of the city. The Duquesne Steel Foundry Company has let the contract for a three-story addition to its plant at Coraopolis on the South side.

James McKelvey of Somerset, Pa., has bought 350 acres of the finest virgin hardwood timber land in western Pennsylvania. He will cut the timber into lumber, staves and cross-ties.

H. F. Fisher of the McFall Lumber Company, Indian Creek, Pa., was a recent visitor in Pittsburgh. His concern is manufacturing about 750,000 feet of lumber a month, a large part of which is red oak and poplar.

I. F. Balsley, sales manager of the Palmer & Semans Lumber Company, made a trip east lately and found business somewhat improved. All the company's mills are running full time, and he believes the situation looks somewhat brighter.

William Munro, president of the New Castle Box Company at New Castle, Pa., and H. P. McIlwraith, general manager, are two members of the new company which will build a box factory at Clarksburg, W. Va., to employ 200 men. It is expected that most of the output will be taken by the United States Steel Corporation.

The E. H. Shreiner Lumber Company reports business good, especially in hardwoods. Prices are figured closely, Mr. Shreiner says, and the manufacturing trade is much the best feature of the situation in his office.

R. A. McDonald, president of the McDonald Lumber Company, testifies to improvement in general inquiry for lumber. The Pittsburgh district is not producing the business, however, that it should, although he takes a very conservative view of the situation.

The Allegheny Lumber Company says business is very fair. Shipments are the best that they have been for a long time. Mills are busy and stocks at the manufacturing points are low.

W. D. Johnston, president of the American Lumber & Manufacturing Company, has gone to the Pacific coast for a two-weeks' inspection tour. J. B. Montgomery of this company, announces that in some respects trade is very dull. In other lines it is fairly good and railroad inquiries are increasing.

J. N. Woollett, president of the Aberdeen Lumber Company, is booking his full share of business and has enough orders on his books to keep him very busy most of the winter. His entire trade is in gum and cottonwood, on which he is a decided authority.

The Souder Lumber Company of Niles, Ohio, will have liabilities of about $30,000 and assets of about $60,000 to report to the receiver. Pittsburgh and Cleveland parties are the largest creditors.

BOSTON

The Massachusetts Wholesale Lumber Association held its annual meeting Thursday evening, Nov. 16, at Young's hotel. The only important business was the reading of the annual reports of the officers and committees and the election of officers. The election resulted as follows: Frank W. Lawrence of Lawrence & Wiggin, president; Fred L. Turner of Stetson, Cutler & Co., vice-president; E. C. Hammond of the Edward J. Hammond Company, secretary and treasurer; A. W. Moore, with William E. Litchfield, assistant secretary and treasurer.

James F. Paige of the Fore River Ship & Engine Company was the chief guest. He gave an illustrated lecture on China.

The fire commissioner of Boston, the Boston Chamber of Commerce, and several of the city officials favor an ordinance now before the committee on ordinances, to extend the fire lines to include the whole city, thus stopping the further building of wooden structures. A strong protest is being made by retail lumber merchants, builders and real estate dealers against the passing of such an ordinance.

Plans are being formulated for the organization of a lumber salesmen's club in this city. A few salesmen recently held a meeting at the American house for that purpose. A committee was appointed to organize such a club. Warren E. Walker was appointed chairman. The other members of the committee are Benedict A. Portunato and Robert J. Howell.

The West Side Lumber Company, Manchester, N. H., has opened offices in that city at 168 South Main street.

BALTIMORE

The creditors of George F. Sloan & Bro. lumbermen and planing mill men, which went into the hands of receivers last spring, had up for consideration at their meeting Nov. 17, the early petitioning of the court for the discharge

of the receivers and the appointment of a trustee to wind up the affairs of the firm. It appears that the receivers have realized about all that can be gotten out of the assets other than the real estate, which includes the office building on Light street, the mill and the wharf opposite on Light street, which is rented to a steamboat company. The calculation now is that eventually the creditors will receive about seventy-five per cent of their claims.

The W. Lewis Rowe Lumber Company, at East Falls and Canton avenues, went into the hands of a receiver on Oct. 15, Alonzo L. Miles, an attorney, being appointed in circuit court No. 1. The company has been doing a commission and wholesale business in hardwoods and yellow pine, with Frank R. Ing acting general manager. The company succeeded W. Lewis Rowe & Co., of which W. Lewis Rowe was the head, after the death of the senior member five or six years ago. In October, 1910, it was reorganized by the election of Mrs. Lucia LeCompte, widow of Mr. Rowe, who had married again, as president; James C. Rowe, Sr., as treasurer and manager, Mr. Ing being actively in charge. Prior to that time James C. Rowe, Jr., had been managing the concern.

The annual meeting of the Baltimore Lumber Exchange will be held on the evening of Dec. 4, when officers will be elected. A dinner will be given.

Richard P. Baer of Richard P. Baer & Co. is on his way north after a trip that extended as far south as Mobile, to the firm's mill.

J. M. D. Heald of Price & Heald went duck hunting last week at the opening of the season in Maryland, but found wind and weather against him, and got little more than an outing.

A. Temple Dobell of Alfred Dobell & Co., Liverpool, England, called last week to say good-by to Baltimore firms of exporters on his way to take steamer at New York for home. Mr. Dobell was winding up a business trip of three weeks through the lumber regions of the United States.

W. O. Price, well-known exporter of hardwoods, with offices in the Continental building, who has been ill for some time with a complication of diseases, has so far recovered as to visit the office again. He expects soon to be able to resume active work regularly.

F. L. Winchester, formerly with the Champion Fibre Company at Canton, N. C., was a visitor from his home in Asheville a week ago.

R. E. Wood, president of the R. E. Wood Lumber Company, has been on a trip as far as South Carolina and Georgia, and on the way stopped at various points in Virginia.

COLUMBUS

John R. Gobey, head of John R. Gobey & Co., says hardwoods are a little quiet but he thinks that prices will advance in the next six weeks.

J. K. Sowers, president of the Sowers-Leach Lumber Company, says orders are coming in moderately, but prices are holding firm.

H. C. Buskirk, sales manager of the General Lumber Company, says hardwood prices continue firm and the volume of business steady. Inquiries have increased in the last week. Mr. Buskirk left early in the week for a trip to the company's mill at Ashland, Ky.

M. A. Hayward of M. A. Hayward & Son says there is a good volume of inquiries for hardwoods and prices are well maintained. Chestnut is in good demand.

George Cooper and Charles Richards, Hillsboro, O., who have been doing business as the Central Lumber Company, have dissolved partnership. Mr. Cooper will continue in the business under the old firm name.

H. M. Jones of Powell & Rowe says business is better than it was a few weeks ago. He says the yards are not stocking up much and are not until after the first of the new

W. M. Ritter, head of the W. M. Ritter Lumber Company, returned recently from an inspection tour among the mills of the South.

C. T. Nelson of the C. T. Nelson Company says business is fair and prices continue firm. He says there has not been any decline in business in the last few weeks. The outlook is promising.

W. L. Whitacre of the W. L. Whitacre Lumber Company says trade is dull, owing to the decline in prices in some sections of the South.

CINCINNATI

C. S. Walker and the directors of the Tensas River Lumber Company have returned from a two-weeks' stay in Concordia parish, Louisiana. While in that state they held important business meetings to provide for the extension of operations of the company, a new line of railroad, and the installation of new machinery. The last week of their stay was spent in hunting on the holdings of the company, which embrace 70,000 acres of timber land.

The proposed extension of the lines of the Baltimore & Ohio railroad into eastern Kentucky and West Virginia, will open the 40,000-acre tract of virgin timber land for Cole & Crane and will also bring to the market the 60,000-acre tract of Kountz Bros. The Chesapeake & Ohio railroad, with its branches, already opens up the Guyandot river timber and coal lands, and C. Crane & Co., of Cincinnati, have made arrangements with the Chesapeake & Ohio railroad to haul their logs from the Guyan to Cincinnati. Both the Chesapeake & Ohio and the Baltimore & Ohio railroads are hauling coal from this section through Cincinnati for distribution in the North and Northwest.

B. B. Kirkpatrick of the Fagin & Kirkpatrick Lumber Company, is rejoicing over the arrival of a new member of the firm. The young lady arrived at the Kirkpatrick home on Wednesday, Nov. 15.

The Freiberg Lumber Company is cutting up a large cargo of Mexican mahogany logs, which has just arrived at its plant in the West End. This company makes a specialty of Mexican mahogany, and has handled the largest shipments of mahogany logs ever seen in this section. Besides manufacturing lumber, the company makes a large number of mahogany flitches, which it saws up into veneers in its veneer department.

A receiver was appointed last week for the Gahl Company, well-known furniture manufacturer. J. W. Matthews was appointed by the court. The concern is well known as one of the old-timers among the lumber buyers as B. Gahl & Co. Mr. Gahl retired from the active side of the factory some time ago.

At the plant of the Ohio Veneer Company there is every sign of activity. The company's new mill and machinery are in full working condition.

Walter Johns, formerly with the W. H. Perry Lumber Company, is now selling hardwoods on his own account. He is located in the Lyric building.

Walter Quick of Richey, Halstead & Quick, who has just returned from a four weeks' stay in the West Virginia lumber fields, in the interests of his firm, says that he found all the mills in that section prosperous. Nearly all the mills have sold all their stock, and many of the yards are cleaned up. The inquiries for future delivery were very good and improving. He visited nearly all the hardwood plants and found a very good feeling prevailing among the millmen.

Among the visitors to the city in the last week was Col. C. T. B. Cobbett of Cobbett & Co., London, England. He is touring the country looking over the hardwood lumber field.

Franklin Greenwood, formerly with the Louisiana Red Cypress Company, and later with the Great Southern Lumber Company, dropped into town last week to visit old acquaintances, and inform them of the fact that he is now in business for himself, with headquarters at Chicago.

The Cincinnati Veneer Company has received the plans from its architect for the erection of a new building to replace the one recently destroyed by fire. The plant will front 195 feet on Sixth street, and extend back 154 feet to Front street. The new buildings will be modern in every respect.

Frank Scott, formerly of T. P. Scott & Co., lumbermen, sold a lot on Dayton street, 130 by 100 feet, to the Steinman & Meyer Furniture Company, to be used as a storage yard for lumber. The company also has large yards near the factory, and carries over a million feet of hardwoods in stock constantly.

The Crafters Company was incorporated last week, and will open a shop on Monday, Nov. 27, on Fourth avenue. The new company purposes to make only beautiful household furniture. The company is organized to promote the artistic in the home belongings.

The following visitors were at the Hardwood Manufacturers' headquarters during the last week: R. H. Vansant of Ashland, Ky.; W. B. Townsend, Townsend, Tenn., president of the Hardwood Manufacturers' Association; J. H. Himmelberger, president of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.; C. M. Crawford, secretary-treasurer of the Yellow Poplar Company, Coal Grove, O.; Floyd Day of the Swann-Day Lumber Company, Clay City, Ky.; J. M. Ransom, treasurer of the Nashville Hardwood Flooring Company, Nashville, Tenn., and Robert Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn.

INDIANAPOLIS

John H. Talge, president of the Talge Mahogany Company, is in Missouri on business.

The Interior Hardwood Company states that it is working full time and has a good volume of business in hand.

Mr. and Mrs. W. E. Talge, who went to West Africa last May, have returned home after a stop in England. Mr. Talge is a buyer for the Talge Mahogany Company. The company has just received a cargo of one million feet of mahogany logs from West Africa, which were bought by Mr. Talge.

Notice has been filed with the secretary of state that the Auburn Lumber Company of Auburn is preparing to dissolve.

The Anderson Valley Lumber & Spoke Company has been organized and incorporated at Saint Meinard by J. A. Greulich, N. A. James and J. F. Ruxer. This company has an authorized capitalization of $7,000 and will conduct a manufacturing hardwood and spoke business.

The Indianapolis Trade Association will go on a trade extension trip through several southern states and to Cuba in February. During the same month the Commercial Club will start a twenty-six-day trade extension trip through Mexico. Both trips will be for Indiana manufacturers.

EVANSVILLE

S. B. Taylor, formerly of Taylor & Mason, Buffalo, N. Y., now with the Wood-Mosaic Company of New Albany, Ind., was in this city a few days ago visiting the mills. Mr. Taylor still maintains headquarters in Buffalo.

O. W. McCowen of Thompson, Thayer & McCowen was a recent visitor in this city.

The regular monthly meeting of the Lumbermen's Club, which was to be held Nov. 14, was postponed one week on account of the directors' meeting of the Indiana Hardwood Lumber Association, and will be held at the New Vendome hotel on Nov. 21.

Bedna Young of Young & Cutsinger, and Dan Wertz of Maley & Wertz, were in Indianapolis last week attending the board of directors'

meeting of the Indiana Hardwood Lumber Association. Among other business attended to was the fixing of a date for the holding of the annual meeting. It was decided to hold it on Jan. 17 or 18; the exact date was left for the local club to decide upon.

Mr. Dixon, with Wistar, Underhill & Co., Real Estate Trust building, Philadelphia, Pa., was visting the local mills last week.

The sawmill, stave and heading factory of J. H. Moeller & Co., Mt. Vernon, were completely destroyed by fire on Nov. 17. The cooper shops and lumber yards were saved. The drykiln contained about 5,000 headings and 30,000 staves. The total loss is estimated at 70,000 partially covered by insurance. It is not known definitely whether the mill will be rebuilt or not. The firm had a good stock of logs on hand. J. H. Moeller is a member of the Lumbermen's Club.

B. R. Bertrand, with Riemeier Brothers & Cummins, left last week on a two weeks' selling trip.

F. G. Roys, sales manager for the Fullerton-Powell Hardwood Lumber Company, was in the city last week visiting the local plant of his firm. Mr. Roys came from the company's Mt. Vernon yard, which it has just finished cleaning up, and will discontinue at that point. Mr. Roys says his concern is doing well.

W. T. Thompson of The Diamond Veneer Company, Edinburg, Ind., was in this city last week.

Frank A. Larkin of the American Hardwood Lumber Company, is on a visit to his old home in Kansas.

The partnership heretofore existing between D. B. MacLaren and Geo. H. Conant under the firm name of D. B. MacLaren & Co., has been dissolved by mutual agreement. Mr. Conant will go into business under his own name with offices in the Furniture Exchange.

MEMPHIS

It is reported that Miss Pauline Darnell, accompanied by her father, R. J. Darnell, is returning to her home in Memphis. She has been dangerously ill at Freeport, L. I., since Oct. 1, as a result of her serious injuries in the automobile accident which caused the death of her mother and sister. Her condition is so much improved that her father decided she could be brought home with comparative safety.

C. W. Gould and J. T. Harris, representatives of the United States Forest Service, have been in Memphis recently securing information at first hand regarding the amount of timber cut in this territory and the uses to which the lumber is put. These gentlemen are collecting data on this subject in Tennessee, Mississippi and Alabama. It is suggested that as soon as the reports have been made, any of the business organizations may have the data printed and prepared for distribution.

The delegates who went to Chattanooga to attend the meeting of the Chattanooga Manufacturers' Association have returned and are very enthusiastic over the formation of a similar organization in this city.

The principal idea behind this movement is that local manufacturers, working in harmony, can accomplish a great deal more for the protection of themselves and the industries they represent than the manufacturers can operating individually. The Chattanooga Manufacturers' Association maintains quarters for the exhibit of the products manufactured by it and this feature appealed with very striking force to the manufacturers who attended. There has been a great deal of complaint regarding the lack of support accorded manufacturers by people of this city and section, but it is believed by the gentlemen who went to Chattanooga that if quarters are maintained for the exhibit of locally manufactured products, there will be a very large increase in the amount of these purchased in Memphis as well as in the territory tributary to this city. If the association is formed, and indications are that it will be, a permanent exhibit is practically certain to be a leading feature of the organization.

D. M. Kneeland, president of the Grayling Lumber Company, Detroit, Mich., A. E. Michelson, vice-president, Grayling, Mich., O. S. Hawes, secretary and treasurer, Detroit, Mich., together with other stockholders prominently identified with that corporation, have recently been on a tour of inspection of their timber land holdings in the South, principally in Louisiana and Arkansas. This company maintains southern headquarters at Monroe. During the tour a trip was made to Arkansas City to secure a site for a large mill for the development of timber resources on the lands of the company in Arkansas, the most valuable of its southern holdings. No statement has been given out as to whether or not a plant will be established at Arkansas City, but it is understood that the officials were very much pleased with the inducements which were offered by the business men of that place.

R. M. Hall, Dyersburg, Tenn., has sold 4,500 acres of cut-over timber land near that point to the English Plantation Company for a consideration of $117,000. Reports from Dyersburg state also that J. A. Norton has bought a large tract of timber land from John Parker for $55,000. This also is located near Dyersburg.

The Carruth Lumber Company, whose plant is at Coral, on the Mississippi Central railroad, has bought the Blodgett tract of 2,800 acres of yellow pine timber. The price was from $40 to $50 an acre. Practically a new mill has been built at Coral and a considerable amount of trackage has been prepared in the way of additional facilities for getting out the timber.

NASHVILLE

The lumber being moved from this market continues chiefly for immediate consumption and no general restocking movement is expected before the first of the new year.

Recent heavy rains have given hope of early logging activity in the upper Cumberland river territory, from which section Nashville secures a large per cent of hardwoods during the year. The loggers have been active and as soon as the state of the water permits there will be heavy receipts of rafts from the up-river section. The early opening of the boating season is expected when shipments of all kinds will become more active and will be of much value to the general business of this section, including the lumber interests.

N. W. Callcut has made a contract with the Birmingham & Northwestern railroad for 400,000 ties, said to be the largest single order for ties given in Tennessee. The ties will be placed along the right of way for the new railroad without delay.

Frank F. Fish, secretary of the National Hardwood Lumber Association, was a recent visitor to the Nashville market. He was a guest of honor at a regular weekly luncheon of the Nashville Lumbermen's Club's executive committee, and did good work for his association, securing nine new members, which brings the local list up to fifteen of the most prominent firms.

A. B. Ransom, chairman of the transportation committee of the Lumbermen's Club, has given the local traffic bureau information about the milling-in-transit privilege on logs. Now a reduced rate is allowed on outgoing lumber shipments manufactured from logs shipped to Nashville over the same line within six months. Mr. Ransom thinks this is insufficient time, that it should be at least a year and there should be no limit.

Fire in the boiler room of the mill of John B. Ransom & Co., did $1,000 damage Nov. 18.

The members of the Nashville Builders' Exchange held their annual banquet at the Tulane hotel, this city. There was a good attendance, and an eight-course spread was enjoyed. The feast was followed by a theater party.

The Pittsburg Lumber Company of Carter county will start a large band mill January 1. It will take ten years to cut the timber owned by the company. The company has constructed a new line of railroad with a connecting branch to the timber lands for the development of the property.

R. T. Wilson, treasurer of the Nashville Hardwood Flooring Company, has returned from a long trip to England and France. He says English capital has its eyes on the South in connection with the opening of the Panama canal, and is prepared to invest freely in this section, following the opening of the canal.

Mrs. Elizabeth Benedict, wife of C. H. Benedict of the well-known lumber firm, died a few days ago at her home in this city. She was active in church and charitable work and had a large circle of friends. Mrs. Benedict, one son and two daughters survive her.

Officers of the Hermitage National Bank of Nashville have issued a statement with reference to the suit recently filed here by the bank against T. R. LeSueuer, the W. J. Cude Land & Lumber Company and W. J. Cude on a note of Mr. LeSueuer for $4,500 as security for which Mr. LeSueuer pledged stock in the lumber company. The note was paid the day after the suit was instituted and the bill dismissed. In the statement mentioned, tribute is paid to the integrity and high standing of Mr. Cude and his business ability. The stock given as security on the loan was considered good and the signers of the statement express the belief that an injustice was done Mr. Cude and the company he represented by the publication of a statement that a bill had been filed against them for the collection of a note on which neither were indorsers and with which neither was connected in any way except that the company's stock was pledged as security.

Much interest is being taken in the series of special papers on the general cost of conducting the lumber business which are being presented by prominent members of the trade at the weekly meetings of the executive committee of the Nashville Lumbermen's Club. E. Bartholomew of John B. Ransom & Co., read the first paper on the "Cost of Selling, from the Manufacturers' Point of View." He went into the several features which must be considered in estimating the cost including the expenses of maintaining the office, advertising, postage, stationary, commissions and traveling expenses. He emphasized the value of judicious advertising in trade journals. The second paper in the series will be by Mr. P. J. Lovenhart of Lovenhart & Co., on "The Cost of Yarding."

CHATTANOOGA

M. J. Voris of Indiana, has been in this city recently. He is the junior member of the Williams & Voris Lumber Company.

John J. Lutz of Loudon, this state, was a recent visitor. Mr. Lutz is president of the J. J. Lutz Manufacturing Company at Loudon. Its specialties are a full line of hardwood mantels.

John C. Lyon of Bedford, Pa., wholesale hardwood dealer, was calling on the trade here a few days ago. Mr. Lyon has business interests at Spring City, Tenn.

Frank B. Lundy of Williamsport, Pa., has recently been looking over hardwood stocks in the interests of the Williamsport Hardwood Lumber Company.

A Mr. Samuels of New Orleans has removed his office to Chattanooga where he will do a general brokerage business.

The new mill of the McLean Lumber Company, this city, is running full time and their log supply indicates a continuation of these conditions.

The G. H. Evans Lumber Company, this city,

is a new concern recently embarking in business. Its yard is at Rossville, and mills in Georgia and Alabama. Its daily output is 90,000 feet of hardwood and 120,000 feet of pine lumber.

E. V. Babcock & Co. have recently succeeded in having the boundary line dispute between Tennessee and North Carolina settled. In the settlement they get a clear title to about 9,000 acres of virgin forest.

BRISTOL

R. E. Wood of the R. E. Wood Lumber Company, Baltimore, Md., was a visitor in Bristol several days last week, accompanied by his councilor, W. L. Taylor, of Baltimore. The Wood company has cut out its timber in Carter county, Tennessee, and has closed down its band mill at Buladeen. It is said that the company is now contemplating the purchase of another large tract of hardwood timber in this locality. It still has a large amount of stock on the yards at Colesville.

W. S. Whiting of the Whiting Manufacturing Company, spent the most of last week at Abingdon and in Bristol. This company still has a planing mill and lumber yards at Abingdon. Mr. Whiting reports that the outlook in the lumber trade is now much more encouraging. His company is operating on a very large scale in western North Carolina, where it owns more than 100,000 acres of virgin forest.

J. A. Wilkinson returned this week from a stay of a fortnight in New York and brought with him a number of orders that will keep his mills busy a large part of the winter. He found the situation in the East must improved and more optimism among the dealers there than has existed for a long time.

The Bristol lumbermen are anxiously awaiting the decision of the Bristol milling-in-transit case, now before the Interstate Commerce Commission. Attorney Walter E. McCornack of Chicago, represents the allied lumber interests of Bristol, which are complainants in the case against the railroads. The local lumbermen are vitally interested in the outcome and feel that a victory will give an impetus to the lumber manufacturing industry in and around Bristol. The present rate of two cents a hundred pounds for the milling-in-transit privilege is claimed to be excessive.

A. J. McMackin of Johnson City, Tenn., has just bought a large tract of hardwood timber land in western North Carolina, near Ewart, and plans soon to erect a mill for the development of this property.

The installation of a new mill in western North Carolina is soon to be begun by the Southern States Lumber Company. The company will erect a band mill on its timber lands adjoining those of the T. J. Adams Lumber Company of Richmond, Va.

C. Boice of the Westmorland Lumber Corporation, Richmond, Va., who has for years been prominent in the hardwood business of the East and this section, was a recent visitor on the local market.

The Peter-McCain Lumber Company says it is holding its own and is getting its share of current business. It has a large amount of stock on its yards in Bristol and at Neva, Tenn., and Booneford, N. C.

LOUISVILLE

The Winchester Lumber & Manufacturing Company, Winchester, Ky., has completed its improvements and is operating full time in the midst of a [illegible] season. The company has equipped its new plant on the most approved lines, practically doubling their former floor-space and has installed an up-to-date dry kiln [illegible].

Charles Ransom, representing the Gayoso Lumber Company of Memphis, Tenn., one of the prominent hardwood factors of the trade in the South, visited Louisville last week en route to his home from a trip through the East.

C. J. Frank, representing H. A. McCowan & Co., well-known lumber dealers in Logansport, Ind., called upon the Louisville lumber trade last week.

The legislative committee of the Woman's Club of Louisville has prepared a bill which will provide for the conservation of the timber resources of Kentucky and will introduce it at the coming session of the state legislature. According to data prepared by the committee, sixty-five out of the 119 counties in Kentucky will be barren of available timber in from two to eight years if restrictions upon the methods of consumption are not placed by authorities. The move to conserve the vast timber wealth of the Bluegrass region is meeting with the hearty support of Kentucky lumbermen.

The Cambria Coal & Lumber Company recently filed articles of incorporation in Louisville, Ky., the purpose of the concern being to establish offices in Lexington as soon as possible and begin upon the development of a large tract of valuable coal and timber land in eastern Kentucky. The capitalization of the new company is placed at $500,000 by B. F. Price, Charles S. Ling, A. P. Stephens and others.

Special Examiner O. B. Anderson of the Interstate Commerce Commission, heard evidence in two rate cases involving complaints registered by shippers of railroad cross-ties in Kentucky relative to tie freight rates in Louisville last week. The first case concerned the complaint of the Ohio Valley Tie Company against the Louisville & Nashville, Pennsylvania and other railroads relative to an alleged discriminatory rate on ties as compared with other lumber shipments of similar grade and demanding reimbursement to the extent of $6,170. The second action concerned the complaint of the same tie shippers against practically the same defendants with regard to alleged overcharges upon consignments from Louisville to Maderia, O. A decision in the cases is not expected for several weeks.

A petition was drawn up last week by the stockholders of the Henry Klerner Furniture Company, in New Albany, Ind., pleading that the company be adjudged bankrupt and that a settlement of its affairs be gained through liquidation. Fred Sauer of New Albany, has been appointed receiver by the court and work is progressing toward winding up the company's affairs, as its plant has not been in operation for some time. The Klerner concern was established many years ago and for a long time was one of the largest and best-known furniture manufactories in southern Indiana.

Announcement was recently made that Cobbett & Co. of London, England, have bought a big tract of valuable timber land from T. J. Asher of Wasioto, Ky. G. B. Cobbett, a representative of the English firm, is now prospecting the tract, which is located near Pineville, Ky., with a view to development of its timber wealth.

ST. LOUIS

Car shortage is doing some damage to hardwood business outside of St. Louis. Many orders for immediate shipment from the mills cannot be filled and have had to be returned. This has diverted considerable trade to St. Louis, whose hardwood lumbermen have good stocks on hand and can fill orders promptly.

The board of directors of the Lumbermen's Exchange of St. Louis met Nov. 7. This meeting was largely attended by lumber interests and those engaged in the furniture, box and coffin trades. The recent freight hearing was gone over fully and those at the meeting said they thought everything was going on satisfactorily.

Arrangements were made to raise additional funds to be used in carrying on the freight rate case, to what the lumbermen feel will be a satisfactory conclusion.

George McBlair, secretary of the Lumbermen's Exchange, speaking of the St. Louis freight rate situation, since the hearing a few days ago, in which the railroads' testimony only was submitted to the commission, said:

"The railroads have fired their principal guns and Chairman Powe and the other lumbermen who are fighting for the removal of this discrimination, are more than ever impressed with the justice of our cause. We have every reason to believe that the Interstate Commerce Commission will stamp our cause as just. More real interest has been taken in this case by our lumbermen than ever before, and those who attended the hearing at the United States court rooms have done more actual labor in discussing the situation's different phases than at any time since the organizing of our ranks."

William Lothman, president of the Lothman Cypress Company, has invested in a 1912 Packard car in which he takes great pride.

The next meeting of the Lumbermen's Club will be on Nov. 21, and it will be a theater party with the ladies as guests. After the performance there will be a luncheon at one of the clubs.

J. R. Walker, president of the Lumbermen's Bureau, Washington, D. C., who came to St. Louis to take part in the freight rate hearing, is spending several days in Kansas City, before returning to his home.

NEW ORLEANS

At the monthly meeting of the New Orleans Lumbermen's Club at Reno's restaurant, Nov. 7, many matters of importance were discussed. Ludwig Haymann was elected president, to succeed L. M. Tully; W. P. Toung, first vice-president; and L. Palmer, treasurer.

L. M. Tully, for a number of years sales manager of the Louisiana Red Cypress Company in New Orleans, will soon leave for Cincinnati, where he has been appointed sales manager of the Lutcher & Moore Lumber Company for Ohio and Indiana. Mr. Tully has been an active member of the club and also a prominent Hoo-Hoo. The members expressed their regret and toasted his future in an appropriate manner.

It was decided to have a theater party and supper some Saturday night next month. The expense will be borne by the club.

A communication was read from the National Hardwood Lumber Association regarding inspection service in this city. It was decided after some discussion to write to that body asking for an expression on the question of giving the official inspector authority to designate a deputy to act in his absence.

Other important matters were discussed at length. A palatable and satisfying dinner was served before business was taken up.

The Great Southern Lumber Company, Bogolusa, La., has announced that M. J. Hale, who has been acting as sales manager for several months, has been appointed to fill the vacancy regularly.

The new sawmill of the Central Hardwood Lumber Company at Maiboeuff, La., began operations recently. Oak, red gum, cottonwood, cypress and ash will be manufactured.

MILWAUKEE

The Hardwood Products Company of Neenah has bought 700,000 feet of Canadian lumber. Shipment is by boat to Green Bay from which point it is sent by carloads to Neenah. The plant employs 150 men.

Two million feet of timber is to be cut by the Waschmith Lumber Company of Bayfield at its six camps. The Bayfield Box & Lumber Company has been closed, after cutting 6,000,000

feet of hardwoods and 2,000,000 feet of soft woods.

The Peshtigo Lumber Company has closed its sawmill on account of the cold weather. The logs are frozen together in the river and the ice makes it impossible to handle them in the mill.

A clamping machine, a jointer and a glue spreader have been installed in the Ahnapee Veneer & Seating Company's plant at Algoma. Another large planer will soon be installed.

Two new piano factories are operating in this state. The Kreiter Company at Marinette has completed its first carload of pianos and shipped them to its Milwaukee store. The Segerstrom Piano Manufacturing Company of Minneapolis, has started its plant at Menomonie, erected recently at a cost of $50,000.

Parish L. Morse, aged eighty-six, builder of the first wagon shops in Fond du Lac, died at his son's home in that city Nov. 3, after a few weeks' illness. He was born in Louisville, N. Y., in 1825, and settled in Wisconsin in 1855. He is survived by one sister, Mrs. Lucy Warn, Chicago, and one son, C. H. Morse, of Fond du Lac.

WAUSAU

The Fred Wunch sawmill south of Wausau on the Big Eau Plaine river has been completed. It will saw out a stock of maple, birch, butternut, elm and basswood the coming winter.

The Yawkey-Bissell Lumber Company of Wausau, which has ceased operations at Hazelhurst, is tearing down its buildings there. Most of the old hands have gone south, where the company has large interests.

John Oelhafen of Tomahawk recently bought the timber on state lands sold by the State Board of Forestry, he being the highest bidder. He has begun cutting it.

Hafer & Kalsched have completed sawing out the stock of the Roddis Veneer Company. It consisted of 2,000,000 feet of hardwood. The company has since been engaged in the manufacture of bee-keepers' supplies.

The Fish-Johnson Lumber Company of Elcho has closed its mill after cutting out 2,000,000 feet of lumber. Mr. Fish is at present taking the baths at Mount Clemens, Mich.

The Bayfield Box & Lumber Company, Bayfield, has closed its sawmill after a cut of 6,000,000 feet of hardwood and 2,000,000 feet of soft wood.

The Segerstrom Piano Manufacturing Company of Minneapolis has started the manufacture of pianos in its new plant in Menomonie. The plant has 50,000 square feet of floor space, with an output of twenty-five pianos daily, employing 200 men.

The Northwestern Lumber Company of Stanley has bought a fine tract of virgin timber which, with the company's previous holdings, insures a run of the company's mill for fifteen years. The company recently shipped several carloads of birch (Wisconsin mahogany) to finish the interior of a hotel in Portland, Ore.

A new use has been found in northern Wisconsin for hardwood sawdust. The numerous ginseng growers formerly covered their plants in the fall with leaves, and the gathering and hauling of them was a laborious undertaking. It has been found that hardwood sawdust cannot be used for it generates too much heat. The older the hardwood sawdust, the better.

CADILLAC

The Williams Brothers Company, which has just moved its entire headquarters to Cadillac, has established a lumber camp six miles south of this city, where it will cut for two years. The company has another camp in Colfax township and a third north of Jennings in Missaukee county. This company has the largest last-block manufacturing plant in the United States and has a large foreign trade.

The Cadillac Chair Company's new factory is completed and it is expected work will begin within a few weeks. The building is 270 x 72 feet, two stories and basement, built of Manistee white brick and presents a very fine appearance. It is expected samples will be manufactured in time to show at the furniture exhibits at Grand Rapids and Chicago in January. The building represents an outlay of over $60,000. D. B. Kelley of Cadillac, is president, and J. N. Perkins, secretary and general manager. Mr. Perkins was formerly located at Otsego, with the Otsego Chair Company.

Murphy & Diggins have moved their camp 7 in Selma township to section 13 in Colfax township, two miles from Gilbert and five miles from Manton, where they will employ 100 men during the winter. Operations in Selma will be resumed at a later date.

The Cummer-Diggins Company has located a camp on section 13 of Colfax township. This camp was formerly known as camp 3, but it has been moved into newer timber. Joe Gardner has secured a contract from this company for logging 1,500,000 feet of timber on section 26. Elgie Jerries holds a contract to log 1,000,000 feet on section 9. Short & Millen will log 300,000 feet on section 35 and John Sees will log 700,000 feet on section 33, all of Antioch township. Most of this timber is windfalls lowered during a terrific wind storm of August, 1910. This company will make an effort to get this timber logged out before the winter sets in. About 7,000,000 feet remains to be cleaned up. The Cummer-Diggins Company is extending its railroad to section 13, Colfax township. It has laid ten miles of road this year as against twelve and one-half miles last year. The early snow is likely to curtail further extension of the line this winter.

The Mitchell Bros. Company's camps near Spencer, Kalkaska county, have been closed for the winter. The men employed in these camps, about one hundred forty, will go to other camps of the company.

The Van Keulen & Winchester Company will cut about four million feet of hardwood at Buckley, Wexford county and 1,500,000 feet in the upper peninsula. Most of the cutting will be under timber deeds on private lands covering all timber twelve inches and larger through the butts.

The A. L. Dennis Salt & Lumber Company's sawmill No. 3, near Dighton, has finished the largest cut in its history. The mill started Dec. 6, 1910, and run until Nov. 6 without a serious break-down. The mill cut 9,500,000 feet of lumber. This company has 7,500,000 feet of lumber on its yards and orders are coming in freely and shipments are being made.

A. F. Anderson of Seattle, Wash., formerly of Cadillac, is visiting his son Fred for a few weeks, after which he expects to return to Seattle, where he will remain with his family until next May.

The Stearns Salt & Lumber Company of Ludington, has taken over the property of the Handy Things Company of that city, which is to be reorganized as a separate corporation under the title of the Handy Things Mfg. Company; $17,000 was paid for the plant and machinery. It will be managed from the headquarters of the Carrom-Archarena Company, which is also controlled by the Stearns company.

The steamer City of Kalamazoo was burned to the water Nov. 11 while at her dock at Manistee. The origin of the fire is unknown. The steamer was valued at $50,000. The boat was in the passenger and freight service between Chicago and South Haven this season and had just been put up for the winter the day before she burned.

DETROIT

The E. W. Leech Company reports a very good demand for walnut lumber in first and second grades. The demand is from the automobile factories and the lumber is used in the manufacture of automobile bodies.

The Leech Company's bowling team won two consecutive games during a bowling match last week. Unnecessary to state the Leech boys are highly elated. Yes, the Leech team is still in last place but the boys now have high hopes.

Thomas Forman of the Thomas Forman Company has gone south to visit the company's Kentucky sawmill. Two cargoes of maple were received at the docks of this company last week on the Carter and Green. Two other boats are expected before the navigation season closes.

The hardwood market has been quiet the last two weeks, and none of the dealers have been very busy. Fair prices prevail, however. The increased demand for walnut for automobile bodies seems to be the only feature of an otherwise dull market.

Secretary John Lodge of the Dwight Lumber Company reports a fair volume of trade. The hardwood flooring factory is grinding away on a very good volume of orders.

The Hardwood Market

CHICAGO

The Chicago market shows manifest signs of a considerable awakening during the last two weeks. Nearly all items of hardwood are moving with more freedom than for some months. Even the railroad companies are turning loose considerable requisitions right now, and this trade stimulates lumber movements to a considerable extent, especially in yellow pine and oak.

A good many local factories working on fancy furniture and wood specialties are loaded up with orders for Christmas stocks, and this demand evidently occasions a large local call for several varieties of hardwoods. All local conditions point to an unusually heavy volume of business in all divisions of the local hardwood trade. The situation is really more promising than it has been at any time during the year, and while a heavy volume of business in December is a rare occurrence, an occasional year develops this state of affairs, and it is possible that 1911 is going to be one of these years.

NEW YORK

This market shows a fair run of business. Good grade lumber is bringing firm prices and is in reasonably active call. Stocks in the hands of buyers and local mills are much below normal, which necessitates immediate buying for much of the business offering. The low grade market is having a fair run of business, but at less favorable prices. The general movement of hardwoods seems to be fair and prices are holding.

BUFFALO

The hardwood trade has been steady the last two or three weeks, improvement being

noted at many of the yards. Plain white and red oak has been somewhat scarce at some yards, but others have been unable to get the stock fast enough. Quartered oak is less firm, but it has shown little tendency to sell below recent quotations. Maple and birch are both strong in most grades, four-quarter birch being most in demand in that wood. Low grade chestnut is more active, but prices are not very satisfactory. Elm and ash are moving moderately well.

PHILADELPHIA

The hardwood market is running smoothly on a hand-to-mouth basis. Reports come in of a spasmodic livening in trade, but most of the orders are conditional and for some specific purpose. Restocking is only partial, and only where stock taking in July is the rule. There seems to be an improved demand for car stock, and in all lines the good grades hold firm. Furniture factories are not rushed, but increased activity is reported in the chair manufacturing districts. Flooring men report a profitable season.

PITTSBURGH

Hardwood trade has been looking up the last two weeks. Improvement is noted in the inquiry and orders from manufacturing concerns. Railroad business also is better. Timbers are in fairly good demand, considering the lateness of the season. Considerable car stock has been figured on as the car companies are very busy and have more orders than for many months. Yard trade is slow. It consisted chiefly during the last two or three weeks of rush orders for contractors who were in a hurry to finish up their year's building. Yards are not buying ahead and nobody is forecasting the situation for 1912.

BOSTON

The general market for hardwood lumber has shown a slight improvement in the last few weeks, but dealers state that they have to hustle for all the business they receive. The fact that considerable hardwood lumber is being offered consumers direct by manufacturers is making it more difficult for the wholesale dealers to get along. This idea of direct offering has grown extensively during the quiet business of the last year but as demand improves it is thought that many manufacturers will be glad to again favor the middleman as the latter will be able to get a better price, being right on the ground and knowing how badly the buyer needs stock. Prices are still in an unsettled condition and in most cases more favorable to the buyer than to the seller. In a few cases the asking prices are a little firmer. Reports from some of the sections where desks are manufactured are much more encouraging than they have been for a long time. Manufacturers of furniture are fairly busy. Yard business is fair.

BALTIMORE

A revival of activity is evident and in point of quantity, at least, the trade is doing well. The range of prices is still lower than it should be to yield satisfactory profits, but an improvement is apparent, and the outlook is decidedly encouraging. Requirements in the way of hardwoods appear to be expanding. Calls for stocks are numerous enough to avert material accumulations at the mills. Furniture manufacturers and other consumers are placing orders more freely, and even in divisions of the trade that show no actual advance at least a stiffening has taken place in the range of values. Less effort is needed to place lumber, and the yards, which for a time would not enter into any commitments except for lumber actually necessary, are providing for larger wants. The interest in stocks shown by foreign buyers is noticeably more spirited, and numerous inquiries are being received. Intending purchasers are also less exacting in their conditions and will now take stocks which they formerly refused as under grade. Oak planks are bringing better prices than of late. The situation is somewhat more favorable for the wholesaler and the exporter in that they find the competition at the mills for stocks less keen, and the prices they must pay have not moved up quite as much as those received. Stocks are large enough to take care of all wants, but there are no such accumulations as would tend to exert pressure upon the market. As far as can be learned, all the mills are running to capacity.

COLUMBUS

The cold wave early this month checked building operations a great deal, but firmness still characterizes the hardwood lumber trade. Reports from manufacturers and jobbers show increased demand for most varieties and grades. Prices rule very firm and there is no disposition to cut prices to force trade. Good orders are coming from the retail trade. Stocks in the hands of dealers are low. The movement of the lower grades continues brisk, but the better grades are the most active. Dry stocks in the hands of manufacturers are not large. Oak flooring is selling well at an advance of $2 a thousand.

INDIANAPOLIS

Hardwood business in this city appears to be about normal for the time of year. Most of the dealers report a fair volume of business and regard the outlook as encouraging. Prices are steady and compare favorably with those of a year ago. All of the local veneer concerns and hardwood manufacturing plants are working full time, though none are working at night. Increased activity is reported among automobile and vehicle manufacturing concerns.

CINCINNATI

The feeling in the hardwood market steadily grows better and business generally is good. Confidence is expressed in that conditions will improve until the normal stage has been reached. Collections have remained uniformly good. Oak of all kinds is in active demand. Highly figured white oak is in light inquiry. Quarter-sawed oak, white and red, is in good demand, especially for common and better, with some movement in ones and twos. Plain oak, white and red, is in good demand, with fair selling of the top grades, while the consuming manufacturers prefer common and better, as a rule. Heavy oak timbers, car stock and oak ties are in lively demand. Red gum, ones and twos, is moving well, and there is a good demand for saps and common, which are short of the wants of the market. Poplar, manufacturers' grades, is in good demand, and a better feeling is noticeable in the demand for wide stock for the auto trade, though prices are very low. Wide panel stock and box boards are in fair demand. Low grade is moving very freely to the box trade. Ash for manufacturers' use is moving well to the wagon and carriage trade, while the furniture trade is showing better feeling. Heavy white ash is in fair demand. Hickory for wheel and shaft makers' stock is having good call, and a shortage in supply is noted. Hickory boards are very scarce, with some inquiry. Chestnut is in good demand, with some inquiry for long ones and twos. Heavy and rough stock are in good demand. Low grade is moving fairly. Sound wormy chestnut, good, wide stock is in active demand. Ordinary grades of sound wormy are selling fairly well. Consumers readily pay more for good grade of sound wormy. Birch is called for, both red and white. Cottonwood, ones and twos, is in fair request, and there is an active demand for common. Basswood is in fair demand. Buckeye, maple, beech and other hardwoods are in fair movement. Foreign buying shows a strong demand for American walnut and oak boards. Red gum is in fair request. Ash is in good demand, especially the white. Demand for walnut logs for export is good, and there is a steadily growing scarcity at this point.

EVANSVILLE

The local market has not experienced any notable change during the last fortnight, unless it was a slight improvement in demand for

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quartered red oak. Plain oak remains active. Poplar is holding its own well, especially the lower grades. Ash continues in fairly good demand.

NASHVILLE

The hardwood market has been showing a decidedly better tone during the last week and the volume seems to have been generally satisfactory. Some good exports were made during the week, one concern shipping twelve cars to England. No special attention is being paid to export business for the prices quoted are not better than domestic figures. Holiday demands upon furniture and other consuming factories have influenced the activity on this market. Prices have remained steady. Heavy rains throughout this section lead to the hope that there will be early activity in the logging business. Log operators in the upper Cumberland river section, from which Nashville secures annually a large per cent of logs each season, have been very busy of late and they will begin sending large shipments down the stream as soon as the condition of the tide permits. Orders continue chiefly for immediate delivery, but some reports of orders for future delivery are being received. The interior finish, vehicle and furniture people are making the chief demands for hardwoods. Hardwood floor people continue very busy also. Plain oak has been leading in the demands for the last two weeks. Poplar and red gum have been sharing in the activity. There have been better prices and improved sales for chestnut. Birch and maple are moving well. Quartered oak is still rather slow. Ash and hickory are active especially with the vehicle makers.

CHATTANOOGA

The general market condition locally is all that could be expected. Nothing remains on hand at the mills excepting wide poplar. The factories consume a good share of the low grades in both oak and poplar. Common and better grades, with the exception of the wide poplar, are mostly sold right up to the saw. The mills that depend upon getting their logs by rail are getting plenty of them and of a little better grade than usual.

BRISTOL

The hardwood business is improving. It is believed that the slight improvement that has characterized the trade in the last few weeks will continue through the winter, and that with the coming of spring business will be more active than for some time. There is activity in manufacturing in this section, though the roads are getting in bad condition and hauling is not as free as it has been. The weather thus far has not been unfavorable to manufacturing.

LOUISVILLE

The tendency of consumers to buy more liberally as the winter season approaches is becoming more marked and is affording distinct gratification to Kentucky lumbermen. Activity is well up to normal, but there is no sign of a boom. Plain red and white oak maintain their positions as staples. Quartered oak is improving and poplar is holding steady at a very satisfactory level. Mahogany is still a prominent feature.

ST. LOUIS

The hardwood trade is still fair and shows improvement, but it is still far from satisfactory. Orders are still for small lots for immediate shipment, and there does not seem to be any inclination on the part of buyers to increase their holdings. It shows that hardwood is being used and that buying will continue because of the lack of stocks all through this section. Most of the demand is for plain oak and red gum. There is also a fair call for certain items in the cottonwood, poplar and ash lists. There is a normal demand for items entering into the manufacture of agricultural implements, car building and box making. Dealers are well pleased with cypress conditions, particularly on mixed car lots. Most of the cypress demand is coming from Iowa, northern Illinois and other parts of the north. Requests, however, are for small orders for yard stock. There is only a moderate trade for factory use. Nearly all the orders received call for quick delivery. Prices are steady.

NEW ORLEANS

Hardwood conditions show general improvement, although the log movement is slow in starting and there are no indications of great optimism in this line. Staves continue fairly steady, and while prospects are perhaps not as favorable as they were two or three months ago, there is little to complain of.

MILWAUKEE

Hardwood trade has become somewhat lighter although jobbers and dealers say business is better than it was a year ago. All are looking forward to the opening of the new year, when hardwood consumers will have completed their inventories. It is the general feeling that business will then take on new life. Stocks in all lines are low and it would seem that if conditions in general show any improvement, demand for hardwood is bound to be improved. The furniture factories are buying fairly well. A fair demand from the box manufacturers is causing more activity in lower grade hardwood. The fact that orders from nearly all sources are of the rush nature seems to be ample proof that stocks are low. Birch, maple and elm seem to be in leading demand, although basswood is selling fairly well. Plain oak is selling about as usual and jobbers say that if demand is at all good this winter, stocks in this line will be about depleted by spring. Quartered white oak is moving more slowly. Dry birch stocks, as usual, are light and spring surely will see a shortage in this line.

WAUSAU

Manufacturers of Wisconsin report that the hardwood trade is very irregular—up one week and down next. Birch, hard maple, soft elm, basswood, soft maple and ash rate in demand as enumerated. More than fifty per cent of Wisconsin hardwoods is birch. Interior finish factories are quiet. Furniture factories are doing some buying. Salesmen report that consuming industries are low in stock, as a rule, and must begin to buy soon. The bottom in price and demand has been reached, and the next movement must be upward. Conditions may be unsettled until after the next presidential election, is what most dealers think.

CADILLAC

Market conditions in this vicinity are considered good for this season of the year, with light stocks of lower grades of both hardwoods and hemlock, and with a growing demand for both of these commodities. The lumbermen hope that better prices may prevail, as the unusually low prices for both of these woods have made it unprofitable for the lumbermen to log closely and obtain a fair average price for their lumber.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion .....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

SALESMAN WANTED.

We want a hardwood salesman for central Pennsylvania territory, one who is strictly sober and attentive to business, and plugs hard for results, with an expectation of making himself permanent in the position. Address, giving full particulars in first letter,

"BOX 111," care HARDWOOD RECORD.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

TIMBER LANDS FOR SALE

FOR SALE

Hardwood and pine timberlands located in Virginia, West Virginia, North and South Carolina, Georgia, Alabama, Mississippi, Tennessee and Arkansas. Full particulars on application. J. H. C. Barr, Land Title Bldg., Philadelphia, Pa.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

FOR SALE.

10,000 mulberry posts. Can be cut to size to suit trade.

AMERICAN FOREST CO., Portland, Ark.

PLOW AND WAGON STOCK

1 carload plow handle strips, hounds and felloe stock cut to order.

PRATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE.

Several cars of persimmon wood, either in log lengths or billets.

AMERICAN FOREST CO., Portland, Ark.

FOR SALE

1 car White Ash Strips ⅞"x1"x30", ⅞"x1¼"x30" and ⅞"x1½"x30".

S. N. BROWN & CO., Dayton, Ohio.

WANTED

to hear from parties requiring quarter sawed White Oak Flitches. Address

"BOX 107," care HARDWOOD RECORD.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

MACHINERY FOR SALE

FOR SALE

One 18x42 Corliss Engine in good condition, ready for delivery after January 1, 1912. Can be seen in operation at our factory, 1237 Belmont Ave., Chicago, Ill.

MEARS-SLAYTON LUMBER CO.

LUMBER WANTED

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO.,
New Philadelphia, O.

WANTED TO BUY.

2 cars 6/4 log run birch.
5 cars 4/4 No. 1 common chestnut, 50% 14 and 16 ft. lengths.

DUHLMEIER BROTHERS, Cincinnati, O.

WANTED—OAK TIMBER AND PILING

3 and 4 inch White Oak; also mixed Oak, also 12x12 Timbers and Piling of all kinds.

CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED: 5x5 WHITE MAPLE

Second-growth, dry, 5 to 10 years old, for bowling pins. Address M. J. BERNHARD,
720 Jefferson St., Buffalo, N. Y.

WANTED—LOG RUN HICKORY.

Green or dry, 8/4 to 12/4.
THE ATLANTIC LUMBER COMPANY,
National Life Chambers,
Toronto, Canada.

LOGS WANTED

LOGS WANTED

Hard Maple Logs 22 inches and up diameter top end, 10 to 16 feet long; Rock Elm Logs 12 inches and up diameter top end, 15 to 30 feet long. Will accept logs at point of shipment when three or more carloads are ready for inspection.

THE BRADLEY COMPANY, Hamilton, Ont.

WANTED—WHITE OAK

Veneer logs and quarter-sawed white oak veneer flitches. SANDERS & EGBERT CO.,
Goshen, Ind.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

BUSINESS OPPORTUNITIES

FOR RENT

On account of our manufacturing a different product, we offer for sale, or will rent, or lease for a period of years, our two-story brick manufacturing plant, equipped with modern machinery suitable for making furniture or novelties. Write for particulars.

NAPPANEE LBR. & MFG. CO.,
Nappanee, Ind.

HARDWOOD TIMBER AND MILL

For sale. Will sell both or will sell timber and lease mill. Liberal terms to right party. Address "BOX 119," care HARDWOOD RECORD.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago.

PARTY OWNS WOODENWARE

plant of four lathes, well equipped and with extra good kilns; timber resources and financial affairs first class, but on account of other business can not give it proper attention.

To right party will sell smaller or greater interest at reasonable price, but he must be man of ability and able to take entire charge.

This offer will stand strictest investigation as well as parties owning it. Address

"BOX 117," care HARDWOOD RECORD.

OPERATING COMPANY

A company having a highly efficient operating organization of experienced men and owning a complete double circular mill of 35,000 ft. daily capacity, and also logging outfit of locomotive, log cars, wagons, teams, etc., would like to get in touch with owner of large timber tract where plant could be located and operated on percentage of earnings basis, or would pay for stumpage as cut.

The very best references given and required.

Address "BOX 125," care HARDWOOD RECORD.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

A GOING LUMBER BUSINESS

In the Republic of Panama.

We offer for sale at a very low figure, one of the choicest mill and timber propositions in the Republic of Panama. It is a going proposition and consists of mills, railroad and equipment, logging outfit, buildings, boat, barges, etc., and a tract of the finest hardwoods to be found in that country, which will cut from 1½ to 2 billion feet. This proposition is located on navigable water. The entire cut can be contracted at good prices. This proposition is worthy of attention and will stand the closest investigation. Shall be glad to furnish further data on request.

J. W. ROBINSON, Wells Bldg., Milwaukee, Wis.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.

Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St.,

CHICAGO

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on water proof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,

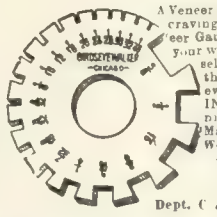
537 So. Dearborn St., Chicago.

MISCELLANEOUS

RAILROAD CLAIMS

The Kirkland Adjusting and Auditing Company handles all claims for overcharge, loss or damage; also the checking of freight bills for overcharges. Lumber matters a special feature. Address 1266 People's Gas Bldg., Chicago, R. Kirkland, manager. (Formerly freight claim agent, Illinois Central R. R. Co.)

¶ HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1 16inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6356 Woodlawn Ave. Phone Hyde Park 33.

Dept. C

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.

Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

E. H. KLANN

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.

Wholesale and Retail

HARDWOOD LUMBER

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.

Established 1881

HARDWOOD LUMBER, TIMBER and TIES

CHICAGO

Long Distance Phones: CANAL 3190-3191

Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.

HARDWOOD LUMBER

22nd Street and Center Avenue

CHICAGO

WM. A. EAGER

FISHER BUILDING

Sound Wormy Chestnut

A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.

HARDWOODS

FRED D. SMITH

HARDWOOD LUMBER

1337-1343 North Branch St. CHICAGO

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.

GENIO WALLACE

Storage Yards — 1436 Cherry Ave.

THERE'S MONEY IN ODD LENGTHS

YELLOW POPLAR LUMBER COMPANY

MANUFACTURERS OF

YELLOW POPLAR LUMBER

CAPACITY 50,000,000 FEET PER ANNUM

MILLS AND GENERAL OFFICE,
COAL GROVE, OHIO, U. S. A.

November 18, 1911.

The M. Garland Company,
Bay City, Mich.

Dear Sirs:

From the fact that our timber in long lengths is cut up at our log slide into sawmill lengths, it was with some misgivings that we purchased from you two years ago one of your odd length trimmers. It seemed scarcely possible to us that so very much economy in manufacture could be secured by the employment of this equipment.

Our daily cut is approximately 100,000 ft. at this mill, and we are pleased to advise you that this odd length trimmer equipment has given us an average daily over-run in cut of approximately 2% over what we would have secured on an even length trimmer.

We are pleased to further advise that the machine purchased from you has been entirely satisfactory and has particular merits of substantial build, good workmanship, low power cost, convenience and high efficiency.

Very sincerely yours,
YELLOW POPLAR LUMBER COMPANY,

C. M. Crawford,
Secretary.

If any lumber manufacturer has any doubt about the increased profit that can be obtained by employing an odd length trimmer it should be dispelled by the foregoing letter.

Is 2,000 feet daily over-run worth while, and how long will it take for 2 per cent daily increased lumber output—without cost—to pay for an up-to-date trimmer?

Let us quote you price on our specially designed and thoroughly efficient odd length trimmer.

M. GARLAND COMPANY
BAY CITY, MICH.

Manufacturers of a full line of high-class sawmill, conveying and paving block machinery. Complete description and illustrated matter, covering every detail of sawmill equipment, furnished on application, together with a list of the sawmills we have built during the last two years, to the owners of any one of which we confidently can refer prospective buyers.



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

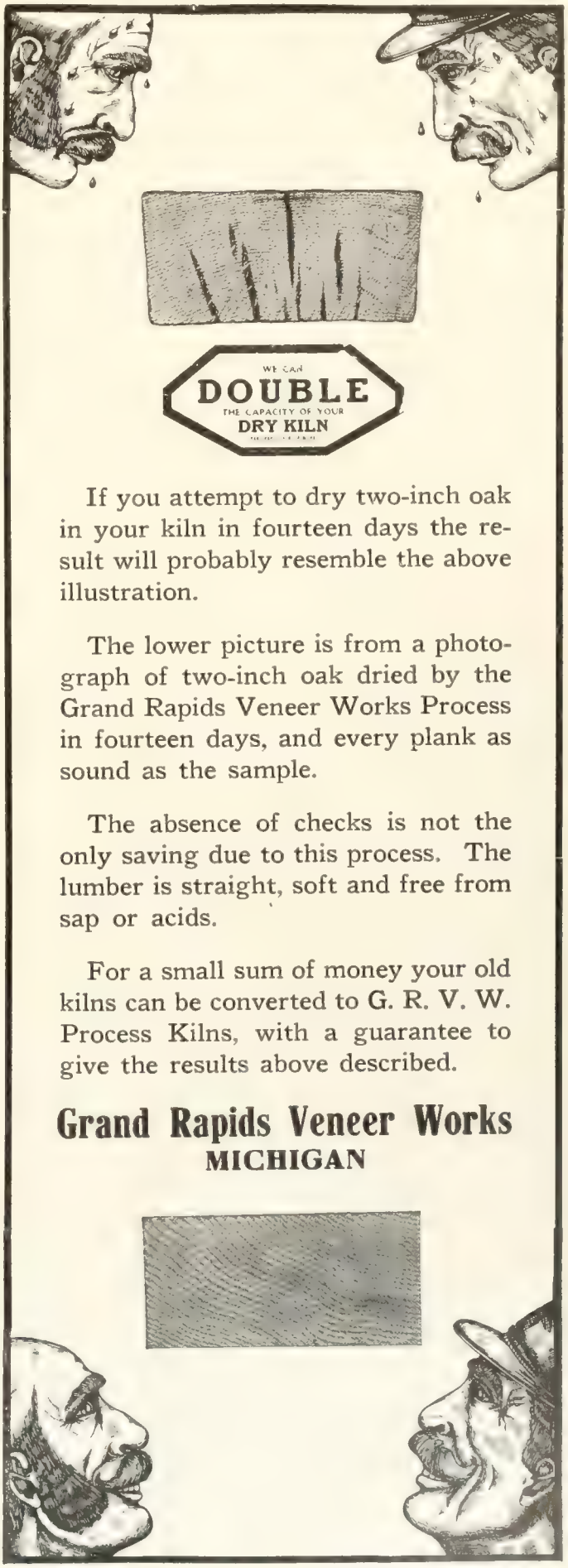
Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

BRANCHES

CHICAGO, ILL. 315 Fisher Bldg. C-113 | NEW ORLEANS, LA. 421 Carondelet St. | SAVANNAH, GA. 901 Germania Bk. Bldg.





If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

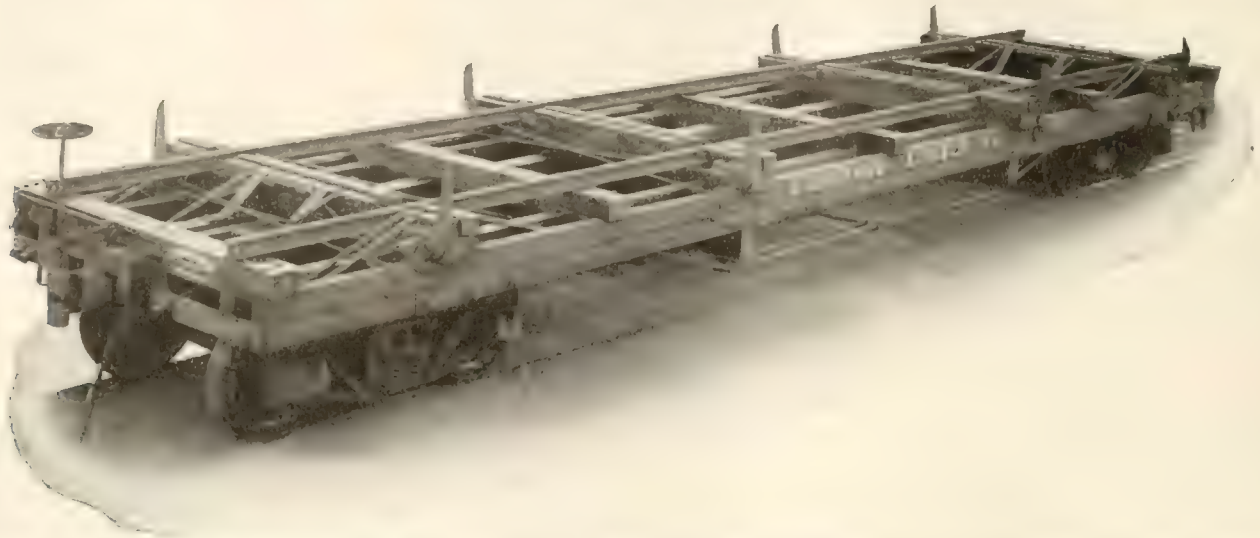
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
MICHIGAN

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**

PATENT SUSTAINED

The Courts Have Decided in Our Favor

¶ *Infringers acknowledge our rights and have paid us for past infringements.*

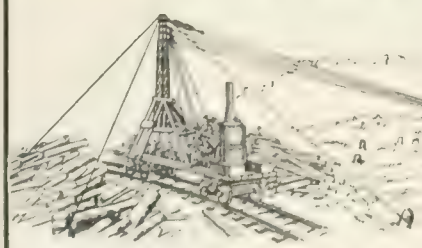
¶ *Innocent purchasers of our discriminating feed works are thus protected: BUT—*

¶ *Mershon Band Resaws are now known to have a valuable feature which cannot be used by others without our permission and consent.*

Wm. B. Mershon & Company, Saginaw, Michigan

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

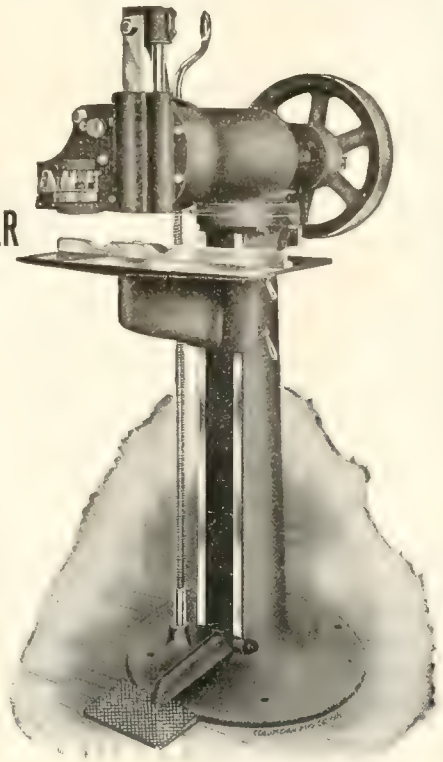
LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
CHICAGO, SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE

STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



SELLING AGENTS

CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

230 Randolph Street, CHICAGO

ESTABLISHED 1882



THERE IS ONE FOR YOU

Who says that a Saw Mill man hasn't time for art?

Who says that any manager's office or filer's room isn't brightened up by a bit of real art here and there properly placed on the walls? That Simonds Poster sign, "The Woodsman," shown above, was painted by a talented young artist in Boston. Its reproduction preserves the original colorings most faithfully. We know that this sign has found a place of honor in many a home.

Do you want one?

We will send it free, no matter where you are, to any place in the United States or Canada.

Of course, this costs us good money, but we are willing to unbend once in a while when we can place such a memento of Lumbering, that fascinating business, in the possession of our friends.

No, you don't have to be operating a Simonds Saw to be entitled to this beautiful souvenir. Just so you're a millman—that puts you on the list of eligibles. If you'll write today we will make it a point to see personally that your name is on the list to be one of the next to receive a free copy of "The Woodsman."

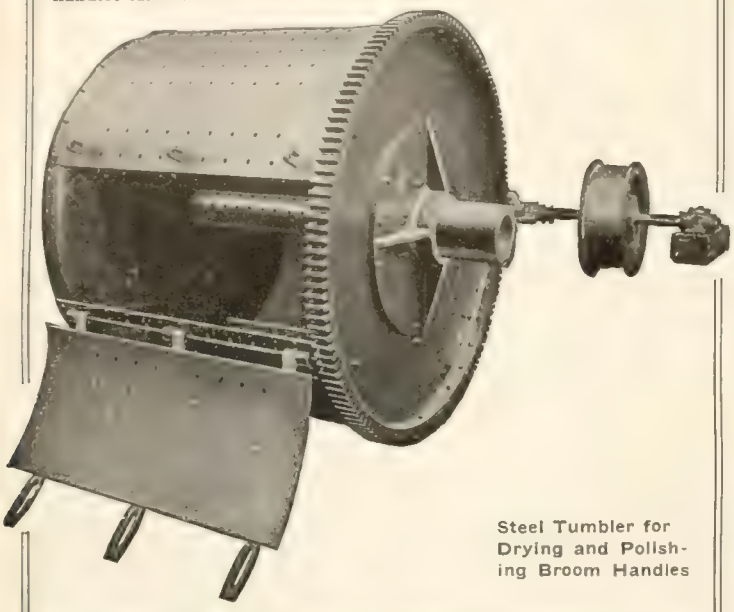
Simonds Manufacturing Company

Publicity Department

FITCHBURG, MASS.

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

NEW YORK SAW WORKS

BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

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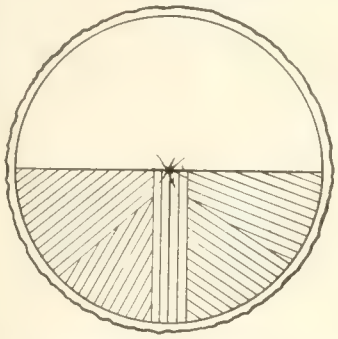
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LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
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INDIANA

WHERE THE BEST HARDWOODS GROW



We show herewith the end of an Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

J. V. STIMSON & CO. **OWENSBORO, KY.**

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS **OHIO**

We wish orders immediately for

1 car 6/4 No. 1 Com. & Better White Oak.
3 cars 4/4 No. 1 Com. White Oak.
5 cars 4/4 No. 2 Com. White Oak.
7 cars 4/4 No. 3 Com. White Oak.
2 cars 8/4 Sound square edge oak plank.
200,000 feet 4/4 No. 1 Com. Poplar.
5 cars 4/4 Sound Wormy Chestnut.
2 cars 6/4 Sound Wormy Chestnut.
2 cars 4/4 Log Run Basswood.
2 cars 6/4 Log Run Hickory.

The above stock is all well manufactured and dry. Grades, first class.

SEND US YOUR INQUIRIES

Grades that Make Good

Cypress

Cottonwood

Oak, Ash

Gum & Elm

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND **INDIANA**

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

Wisconsin Land & Lumber Company

Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

BASSWOOD	BIRCH
50,000 4/4 1s & 2s.	150,000 4/4 1 & 2 Com.
150,000 4/4 No. 1 Com.	11,000 5/4 1s & 2s.
75,000 4/4 No. 2 Com.	12,000 5/4 No. 1 Com.
40,000 5/4 No. 1 & 2 Com.	35,000 5/4 No. 1 Com. & Better
30,000 6/4 1s & 2s.	35,000 10/4 No. 1 Com. & Better
SOFT ELM	**MAPLE**
50,000 5/4 No. 2 Com. & Better	100,000 4/4 1 & 2 Com.
30,000 6/4 No. 2 Com. & Better	250,000 4/4 No. 3 Com.
36,000 6/4 1 & 2 Com.	40,000 5/4 1s & 2s.
100,000 5/4 & 6/4 No. 3 Com.	150,000 5/4 No. 1 Com.
50,000 8/4 No. 1 Com. & Better	30,000 5/4 No. 2 Com.
30,000 10/4 No. 1 Com. & Better	50,000 6/4 No. 1 Com. & Better
50,000 12/4 No. 1 Com. & Better	25,000 8/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

WE WISH TO MOVE AT ONCE

5 cars 5/4 1sts and 2ds Hard Maple
10 cars 8/4 No. 1 Common and Better Hard Maple

ASK FOR DELIVERED PRICES

THE

Wolf-Lockwood Lumber Co.

GRAND RAPIDS, MICHIGAN

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.

Mill Connections Seperton, Wis.

Storage Yard in Connection.

Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

WELSH & KERRY CO., Reed City, Mich.

MANUFACTURERS OF

High-Grade Michigan MAPLE, BEECH and BIRCH FLOORING

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH,	NO. 2 & BETTER, 4/4–12/4
ASH,	NO. 2 & BETTER, 4/4–12/4
ELM,	NO. 2 & BETTER, 4/4–12/4
BASSWOOD,	NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

The Scott & Howe Lumber Co., Ironwood, Mich.

MANUFACTURERS OF

HIGH-GRADE NORTHERN HARDWOODS

We solicit your inquiries for special cut Basswood, Birch, Black Ash and Michigan Gray Elm for spring and summer delivery.

We make what is known as the "SCOTT & HOWE" grade. A sample car will convince you that it is right.

¶ **We sell to CONSUMERS AND LEGITIMATE WHOLESALERS ONLY; and will not accept orders that call for a certain percentage of a choice lower grade mixed with a higher grade.**

WE WISH TO MOVE QUICKLY FROM OUR HEIDELBERG, KY., MILL THE FOLLOWING DRY HARDWOODS

13,000' 4 4 1st & 2nds Chestnut
62,000' 4,4 No. 1 & 2 Common Chestnut
110,000' 4/4 Sound Wormy
53,000' 8/4 Sound Wormy
55,000' 4/4 Log Run White Ash
12,000' 4/4 1 & 2 Common Black Walnut

YELLOW POPLAR

75,000' 1st & 2nds, 7" to 12"
16,000' 1st & 2nds, 18" and up
27,000' Clear Saps
24,000' Box Boards, 13" to 18" Small percent 7" to 12"
150,000' No. 2 Common

PLEASE WRITE US QUICKLY

PRICES ARE LOW GRADES ARE HIGH

THOMAS FORMAN COMPANY .·. DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

LEADING

VENEER

MANUFACTURERS

OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

J. HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave.

PANELS of QUALITY

IN STOCK FOR IMMEDIATE SHIPMENT
5/16 3 PLY BIRCH DOOR PANELS

SPECIAL PRICE TO ANYONE WHO CAN USE THE LOT

1,250	Pcs.	10	5	16x21¼	150	Pcs.	7⅝x23
500	Pcs.	10	5	16x19¼	600	Pcs.	7⅝x21
500	Pcs.	10	5	16x17¼	300	Pcs.	7⅝x19
500	Pcs.	10	5	16x15¼	150	Pcs.	7⅝x15
250	Pcs.	9	15	16x21¼	250	Pcs.	11x24

THE CADILLAC VENEER CO.
CADILLAC MICHIGAN

PENROD

Walnut and Veneer Co.
KANSAS CITY, :: :: MO.

Rotary Cut Red and White Oak
High Grade Walnut Veneers
PLAIN AND FIGURED LONG AND BUTT WOOD

Great Lakes Veneer Co.

ROTARY CUT

VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

LEADING **VENEER** MANUFACTURERS OF THE U. S.

WISCONSIN VENEER COMPANY

RHINELANDER, WIS.

DOOR and CABINET VENEERS in OAK, BIRCH and ASH

LARGEST PRODUCERS OF DOOR STOCK IN THE COUNTRY. MODEL MILL, IN HEART OF BIRCH BELT OF WISCONSIN. UNEQUALED SHIPPING FACILITIES. WE CARRY A LARGE STOCK IN STANDARD SIZES.

¶ **THE WISCONSIN LUMBER AND VENEER CO., of Port Washington, Wis.,** ARE SPECIALISTS IN THE PRODUCTION OF AUTO DASHES, BENT CHAIR BACKS AND SEATS, OPERA CHAIRS, AND EVERYTHING IN PANELS AND BUILT-UP VENEER. WE CAN GIVE YOU QUALITY AND SERVICE.

Panels for Chicago trade carried in stock at 1140 West Lake St., Chicago. Telephone Haymarket 3027.

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

KENTUCKY VENEER WORKS

ROTARY CUT GUM, POPLAR, OAK

SAWED AND SLICED QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best

Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City

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PROMINENT SOUTHERN MANUFACTURERS

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Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS **LUMBER**

YARD TRADE A SPECIALTY

Salt Lick Lumber Co.

SALT LICK • • • • KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

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Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, · TENNESSEE

VENEERS—

Williamson Veneer Co.

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Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

HARDWOOD FLOORING

IN

OAK, BEECH, MAPLE, BIRCH

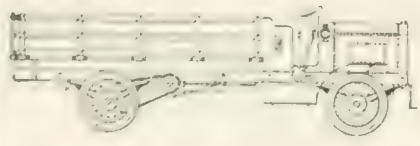
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MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

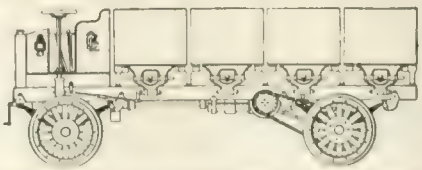
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ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

LONGEST BROS. COMPANY, Inc. LOUISVILLE, KENTUCKY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**

Sales Offices **Cape Girardeau, Mo.**

Louisiana Long Leaf Lumber Co.

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Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

H. H. HITT

Manufacturer of Hardwood Lumber

To clean up our yards, we offer the following at specially attractive prices for immediate acceptance and delivery:

4/4 Plain White Oak	No. 1 Common	3 cars
4/4 Plain White Oak	No. 2 Common	1 car
5/4 Plain White Oak	1s and 2s	1 car
5/4 Plain White Oak	No. 1 Common	1 car
4/4 Qtd. White Oak	1s and 2s	1 car
4/4 Qtd. White Oak	No. 1 Common	4 cars
4/4 Poplar	No. 1 Common	2 cars
4/4 Poplar	No. 2 Common	2 cars

All of the above is manufactured from the famous Tennessee Valley timber. *PRICES ON APPLICATION*

FALKVILLE, ALABAMA

A FEW ITEMS OF DRY STOCK

WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-BAKER LUMBER CO., Sikeston, Mo.

SEND US YOUR INQUIRIES

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company

CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

500,000	feet	6/4	[illegible] Wood Grain Door Boards
900,000	feet	1"	No. 3 Common, Hard Maple
150,000	feet	5/4"	No. 3 Common, Hard Maple
12,000	feet	8/4"	No. 3 Common, Hard Maple
600,000	feet	4/4"	No. 3 Common Birch
250,000	feet	5/4"	No. 3 Common Birch.
28,000	feet	6/4"	No. 3 and No. 3 Common Birch.
100,000	feet	4/4"	No. 3 Common Soft Elm.
100,000	feet	6/4"	No. 3 Common Soft Elm.
54,000	feet	6/4"	No. 2 Common and Better Soft Elm.
65,000	feet	4/4"	No. 2 Common and Better Soft Elm Jackets.
200,000	feet	8/4"	No. 2 Common and Better Rock Elm
40,000	feet	8/4"	No. 3 Common Rock Elm.

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

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of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.



Does Your Mailman Bring a Copy

of "BERLIN QUALITY" every month?

A BULLETIN OF PRACTICAL INFORMATION ON WOOD-WORKING FOR OWNERS, SUPERINTENDENTS, MILLMEN, FILERS AND OPERATORS

THERE may still be some who are not getting this wonderful paper and yet 40,000 lumbermen are reading it every month. Beginning with the December issue, it will be even bigger and better than ever. It contains more practical information about the manufacturing side of wood-working than any other paper in the field.

It helps the mill owners to judge what can be expected from the practical man who is looked to for results. It helps the practical man by keeping him in touch with new improvements being made and tells him how other millmen are doing their work in an easier and better way.

The paper is full of illustrations of the interior of various kinds of wood-working plants, showing operations and new systems employed for manufacturing more economically. There are new ideas on every page that are well-worth looking into, even tho you have a better way to do the same work.

"Berlin Quality" is published as a medium for the exchange of ideas and keeps its readers posted on new improvements being made in our machinery. It gives you the help you want and makes you more valuable to your Company. It helps you pay bigger dividends and keeps your product in the class of highest quality.

We want to get a copy of our December number into your hands without cost or obligation to you. We want to prove our contentions of its value to the wood-working trade. And below we tell you how you can secure a copy **free.**

A copy of "Berlin Quality" for December will be sent free to anyone who is actively interested in wood-working, providing you give us the name of the Company you are connected with and the position you hold with them. Send in your name early and ask us to reserve a copy for you. Our list of subscribers is growing rapidly and additional copies may have to be printed.

The Berlin Machine Works of

LARGEST MANUFACTURERS OF WOOD-WORKING MACHINERY IN THE WORLD

Beloit, Wisconsin — **Hamilton, Canada**

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

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WHITE ROCK MAPLE

FLOORING

WHITE CEDAR SHINGLES

MICHIGAN MAPLE
HARDWOOD and HEMLOCK

LUMBER

Production, Quality and Workmanship Second to None. Prompt Shipments.

W. H. White Company **Boyne City Lumber Company**

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly.

CHICAGO, DECEMBER 10, 1911

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LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

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All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

FIRE INSURANCE THAT INSURES—WE HAVE IT

Also the Periodical Inspection for Fire Prevention

AND DIVIDENDS TO POLICY HOLDERS

Lumbermens Mutual Insurance Co., of Mansfield, Ohio.
Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Central Manufacturers Mutual Insurance Co., of Van Wert, Ohio.
Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.

YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.

WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
5 cars 6/4" No. 1 Com. Quartered White Oak.

YOUNG & CUTSINGER,
E. & T. H. Yards, EVANSVILLE, INDIANA

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

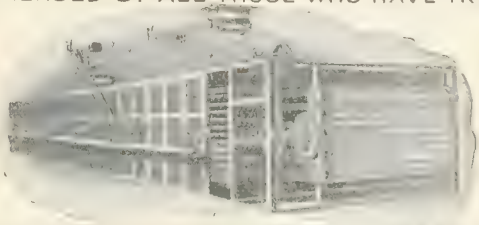
PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech and Butternut
Bone Dry for Immediate Shipment.

White Oak Red
Quarter Sawn. Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 8 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES

CALIFORNIA RED WOOD — WASHINGTON CEDAR
Cypress: No. 1 Heart Rived (strictly hand-made). Sizes: 6x20 inches, 7x24 inches. In straight or mixed cars.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY
PHILADELPHIA, PA.

Harris & Cole Bros.

Durabuilt

OAK AND RED GUM
TRIM AND MOULDINGS
and OAK and RED GUM FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
CEDAR FALLS IOWA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.
Tenth Street, Indianapolis, Ind.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. November 13th, 1911

DRY STO K LIST

6 4	Ash No. 3 Common & Better	50 M
4 4	Basswood No. 1 Common	200 M
4 4	Beech No. 3 Common	74 M
4 4	Birch 1s & 2s Red	4 M
4/4	Birch No. 4 Common	4 M
4/4	Cherry No. 3 Common & Better	10 M
4/4	Gray Elm No. 2 Common & Better	27 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
8/4	Rock Elm No. 2 Common & Better	20 M
6/4	Hard Maple Step 1s & 2s	35 M
4/4	Maple No. 3 Common	200 M
4/4	Elm & Basswood No. 4 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH., November 13th, 1911

4/4	Ash No. 3 Common	30 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	43 M
1x10	to 14 Hard Maple 1s & 2s	20 M
1x15	& up Hard Maple 1s & 2s	20 M
1x10	& up Hard Maple 1s & 2s	36 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 15 & 25	9 M
8/4	Hard Maple Step, 15 & 25	4 M
4/4	Maple and Beech No. 3 Common	90 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

750,000	ft.	5/4	No. 3 Common Beech & Maple,
400,000	"	6/4	No. 3 Common Beech,
100,000	"	5/4	No. 1 Common and Better Basswood,
150,000	"	5/4	No. 1 Common Basswood,
80,000	"	5/4	1st and 2nds Basswood,
40,000	"	8/4	No. 1 Common & Better Basswood,
50,000	"	6/4	No. 3 Common Elm.
300,000	"	8/4	Common & Better Hemlock.
2,000,000	"	8/4	No. 3 Hemlock.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.
2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.
2 Cars 6/4 1st and 2nd.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.
EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.
70 M ft. 6/4 No. 1 Common and Better.
6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin — Finest Oak in the State

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, CHICAGO, ILL.

READY FOR SHIPMENT

COTTONWOOD

165,000 feet 1" 1s & 2s Cottonwood.
195,000 feet 1" No. 1 Common Cottonwood.
410,000 feet 1" No. 2 Common Cottonwood.

COTTONWOOD BOX-BOARDS

50,000 feet 9 to 12", bone dry.
150,000 feet 13 to 17".

CLEAR OAK SQUARES (DRY)

7,600 pcs. 2 x2 -16½".
7,000 pcs. 2 x2 -19".
2,500 pcs. 2 x2 -24".
3,800 pcs. 3 x3 -12".
200 pcs. 3½x3½ & 4x4-30".
224 pcs. 4 x4 -30 & 32".

GUM

2 cars 1" 1s & 2s Red Gum 12', 10% 10'.
3 cars 1" 1s & 2s Red Gum std. lghs.
4 cars 1" No. 1 Common Red Gum.
4 cars 1½" 1s & 2s Red Gum.
2 cars 1½" No. 1 Common Red Gum.
3 cars 2" 1s & 2s Red Gum, Bone Dry.

SAP GUM

5 cars 1" 1s & 2s Sap Gum.
9 cars 1" No. 1 Common Sap Gum.
150,000 feet 1" 13 to 17" Gum Boxboards, bone dry.

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1¼ inch Soft Elm No. 2 Common and Better
60,000 feet 1¼ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4-4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths

SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin. SALES OFFICE: Steger Building, Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO

TEL. NO. HARRISON 7303

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-73

704 Fisher Bldg., CHICAGO

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES CANAL 1830 CANAL 1831

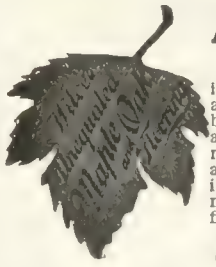
IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.

206 La Salle St.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

CAIRO--MOUND CITY

THE LOGICAL SHIPPING POINT

Taps the Finest Hardwood Timber in the World; Perfect Shipping Facilities Guarantee Perfect Service; It will pay you to write the Concerns Represented Below.

WE WANT A REFRIGERATOR PLANT

We would like to negotiate with a competent refrigerator manufacturer to locate a manufacturing plant at Mound City. Moderate capital only required, but we want the right man.

To such a man we can offer a free site on the banks of the Ohio River, with switch tracks connecting with two railroads.

Plenty of low-cost lumber; low-priced labor; cheap coal; electric power and light; interurban cars.

We can help such a man to establish a very profitable business, as there is a big demand for refrigerators within a range of one hundred miles of this prosperous manufacturing community. We need you and you need us. Write to Roy N. Adams, Secretary, Commercial Club, at

MOUND CITY, ILLINOIS

Thomas McFarland Lumber Co.

THOMAS McFARLAND, President & Treasurer

SOUTHERN HARDWOODS

Box 261

Cairo, Illinois

We can ship immediately from dry stock:

One car 4/4 1s & 2s Plain White Oak
One car 6/4 1s & 2s Plain Red Oak
One car 8/4 1s & 2s Plain White Oak
Two cars 8/4 No. 1 Com. Plain White Oak
Two cars 8/4 No. 1 Com. Plain Red Oak
One car 4/4 Sap & Select Poplar
500,000 ft. of other Dry Hardwoods

The H. B. BLANKS LUMBER CO., Cairo, Ill.

We have on hand the following High-Grade, Band-Sawed Stock, Dry and Ready for Immediate Shipment:

CYPRESS

4/4 Select	5,000 ft.	5/4 No. 2 Com.	93,000 ft.
4/4 Shop	5,000 ft.	6/4 1s & 2s	108,000 ft.
4/4 No. 1 Com.	8,000 ft.	6/4 Select	64,000 ft.
4/4 No. 2 Com.	15,000 ft.	6/4 Shop	44,000 ft.
5/4 1s & 2s	85,000 ft.	6/4 No. 1 Com.	40,000 ft.
5/4 Select	160,000 ft.	6/4 No. 2 Com.	14,000 ft.
5/4 Shop	63,000 ft.	8/4 1s & 2s	95,000 ft.
5/4 No. 1 Com.	100,000 ft.	8/4 No. 1 Com.	8,000 ft.

OAK

Plain Red		Quartered Red	
4/4 No. 2 Com.	60,000 ft.		
4/4 1s & 2s Panel, 12" & up	18,000 ft.	4/4 Panel, 10" & up	6,000 ft.

GUM

4/4 Box Boards 8 to 12"	25,000 ft.	4/4 No. 1 Com.	100,000 ft.
4/4 1s & 2s	50,000 ft.	4/4 Panel, 18" & up.	8,000 ft.

RED GUM

4/4 1s & 2s	13,000 ft.	4/4 No. 1 Com.	25,000 ft.

SEND US A LIST OF YOUR REQUIREMENTS, AND LET US QUOTE YOU

Williamson-Kuny Mill and Lumber Co.

MOUND CITY, ILL.

WE OFFER THE FOLLOWING DRY STOCK:

3 cars 4/4" No. 1 Com. & Bet. Qtd. White Oak.
1 car 4/4" 1st & 2nd Plain White Oak.
2 cars 4/4" No. 1 Common Plain White Oak.
1 car 4/4" 1st & 2nd Plain Red Oak.
2 cars 4/4" No. 1 Common Plain Red Oak.
1 car 4/4" 13 17" Cottonwood Box Boards.
2 cars 4/4" 1st & 2nd Cottonwood.
2 cars 4/4" No. 1 Common Cottonwood.

PRODUCERS FROM STUMP TO CAR OF HIGH GRADE LUMBER AND QUARTER-SAWED OAK VENEERS.

O. P. HURD, Jr. & CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS, POPLAR COTTONWOOD and CYPRESS

1 car Common and Better Qtd. White Oak.
10 cars 1" 1 & 2 Plain Red Oak.
20 cars 1" No. 1 Common Plain Red Oak.
3 cars 1" 1 & 2 Plain White Oak.
5 cars 1" No. 1 Common Plain White Oak.
1 car 1" 1 & 2 Poplar.
1 car 5/4 Saps Poplar.
2 cars 5/4 Common Poplar.
3 cars 4/4 1 & 2 Cottonwood.
2 cars 5/4 1 & 2 Cottonwood.
3 cars 2" 1 & 2 Cypress.
½ car 1" 1 & 2 Cypress.

Band Saw Mill and Yards
SELMA, ALA.

Office and Yards
CAIRO, ILL.

¶ The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.

¶ If you want to employ the best system for tallying lumber, cover and specimen tickets will be sent on approval.

HARDWOOD RECORD, Chicago.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

H. S. Mizner, Pres. Ed. Maphet, Gen'l Manager.
C. C. Cannon, Vice-Pres J. M. Logan, Sec'y and Treas.

LOGAN - MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main office and yards: Knoxville.
Branch office and yard:
Bank and McLean Avenue, Cincinnati. I. M. ASHER, Mgr

WANT TO MOVE IMMEDIATELY

75,000 ft. 4/4 No. 1 Com. Plain Oak.
100,000 ft. 4/4 No. 2 Common Poplar.
60,000 ft. 5/4 Log Run White Pine.
40,000 ft. 4/4 1 and 2 Qtd. White oak, *Extra Fine Stock*
15,000 ft. 12/4 1 and 2 Poplar.
12,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
10,000 ft. 12/4 No. 2 Common Poplar.

Veneers
"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke
Knoxville, Tennessee

WE WANT TO SELL QUICKLY

1 car 4/4 Common & Better Quartered White Oak
1 car 4/4 No. 2 Com. & Better Quartered White Oak
1 car 4/4 1s & 2s Plain Oak
1 car 8/4 No. 2 Common Yellow Poplar

Dry, Equalized—Immediate Shipment

VESTAL LUMBER AND MANUFACTURING CO.
KNOXVILLE, TENNESSEE

50 M. ft. 4/4 10 & up 1s & 2s Qtd. White Oak, good figure
50 M. ft. 4/4 2½ to 5½ Cl. Face Qtd. White Oak, good figure
100 M. ft. 4/4 No. 1 and No. 2 Com. Qtd. Red Oak, good figure

Also Poplar, Plain Oak, Walnut & Tennessee Red Cedar Lumber

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

DECEMBER 1st, 1911

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST AND 2ND QRTD. WHITE OAK, 6" AND UP				6,000	10,000	16,000	145,000					
1ST AND 2ND QRTD. WHITE OAK, 10" AND UP							26,000					
NO. 1 COM. QRTD. WHITE OAK, 4" AND UP				2,000		5,000	115,000	12,000	2,000			
NO. 2 COM. QRTD. WHITE OAK							120,000					
NO. 1 COM. QRTD. WHITE OAK STRIPS							90,000					
1ST AND SECOND PLAIN WHITE OAK				3,000	15,000	15,000				11,000		
NO. 1 COM. PLAIN WHITE OAK				1,000		19,000	50,000	30,000				
NO. 2 COM. PLAIN WHITE OAK							162,000					
1ST AND 2ND PLAIN RED OAK					1,000		198,000	16,000				
NO. 1 COM. PLAIN RED OAK						50,000	75,000	15,000				
NO. 2 COM. PLAIN RED OAK									4,000			
NO. 3 COM. PLAIN RED OAK						6,000	20,000					
1ST AND 2ND RED GUM		50,000	30,000	40,000	56,000	61,000	135,000	25,000	28,000	20,000	15,000	8,000
NO. 1 COM. RED GUM	24,000	30,000	44,000	23,000	49,000	18,000		48,000	19,000	7,000	6,000	9,000
1ST AND 2ND SAP GUM, 6" AND UP		45,000	34,000	27,000	23,000	15,000	69,000	14,000	11,000	15,000		
1ST AND 2ND SAP GUM, 18" AND UP							6,000					
NO. 1 COM. SAP GUM		6,000	72,000	50,000	40,000	14,000	43,000	11,000	9,000	13,000	8,000	7,000
NO. 2 COM. SAP GUM					34,000	28,000	198,000	18,000	10,000	2,000	3,000	1,000
NO. 3 COM. SAP GUM								40,000				
CLEAR SAP GUM STRIPS							17,000					
LOG RUN ASH							10,000					
NO. 1 COMMON ASH									3,000	3,000		
NO. 1 COMMON AND BETTER ASH										4,000		
NO. 3 COMMON ASH							13,000					
LOG RUN CYPRESS										75,000		
NO. 1 AND NO. 2 COMMON CYPRESS							40,000			10,000		
LOG RUN ELM									3,000	20,000		
TUPELO GUM BOX BOARDS, 13" TO 17"							5,000					
NO. 1 COMMON AND BETTER TUPELO GUM							29,000					
LOG RUN HICKORY										17,000		6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE ARE VERY ANXIOUS TO MOVE THE FOLLOWING STOCK:

200,000 FT. 12/4 LOG RUN SOUTHERN ELM.
75,000 FT. 6/4 LOG RUN SOUTHERN ELM.
200,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK.
170,000 FT. 4/4 NO. 1 COMMON QUARTERED WHITE OAK.
500,000 FT. 4/4, 6 TO 12″, 1ST & 2ND COTTONWOOD.
400,000 FT. 5/4, 13 TO 17″, 1ST & 2ND COTTONWOOD.
200,000 FT. 4/4, 22″ & UP, No. 1 AND PANEL COTTONWOOD.

WE WILL QUOTE YOU ATTRACTIVE PRICES IF YOU WILL WRITE US

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH,
And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.
Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1″ to 2″ Qrt. W. O., all grades.
1″ to 3″ Qrt. R. O., all grades.
1 car 1″x2½″ to 5½″ Cl. Qrt. R. O. strips.
1 car 1½″ No. 1 Com. Pln. W. O.
1 car. ¾″ No. 1 Com. & Bet. Qrt. R. O.
6 cars 1″ No. 1 Com. Pln. R. O.
1 car 1¼″ No. 1 Com. Pln. R. O.
2 cars 1½″ No. 1 Com. Pln. R. O.
2 cars 1¼″ No. 1 Com. Ash.
1 car 4″ 1 & 2 Ash—12′.
2 cars 1″ Sap Poplar.
3 cars 1″ No. 1 Com. Poplar.
1 car 1¼″ No. 1 Com. Poplar.
2 cars 1″ FAS Sap Gum.
1 car 1″ 18″ & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

THREE STATES LUMBER CO.

BAND-SAWN STOCK
IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES
Tennessee Trust Building — Memphis, Tennessee

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s.
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4".
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s.
1 car 5/4" No. 1 Common
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/8" No. 1 Common.
2 cars 3/2" No. 1 Common.
½ car 5/8" No. 2 Common.
1 car 3/4" No. 2 Common.
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common Red.
1 car 4/4" No. 2 and 3 Common.

Memphis Saw Mill Co.

Memphis Tennessee

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

W. E. HEYSER LUMBER CO.

BRANCH:
Memphis, Tenn.

General Offices and Yards:
WINTON PLACE
Cincinnati, O.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK

156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
28,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK

48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK

32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD

36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR

24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & Wide No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT

24,000 ft. 4/4 1s & 2s.
7,000 ft. 6/4 1s & 2s
2,000 ft. 6/4 No. 1 com.

ASH

18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8/4 1s and 2s Quartered White Oak.
100 M 4/4 No. 1 Com. and Better Chestnut.
25 M 4/4 No. 1 Com. and Better Tough White Ash.

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD No. 1.

22,000 ft. 4/4 1s & 2s Quartered White Oak.
24,000 ft. 4/4 2½" to 3½" Clear Face Qtd. White Oak Strips.
78,000 ft. 4/4 No. 1 Com. Quartered White Oak.
15,000 ft. 4/4 No. 2 Com. Quartered White Oak.
25,000 ft. 4/4 Common & Better Plain Oak, largely White.
12,500 ft. 4/4 to 8/4 Common & Better Ash.

Send us your inquiries for delivered prices on this stock.

We also have at our Nashville yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

ACCURACY, STABILITY, AND THE LOW COST OF PRODUCTION ARE SOME OF THE REDEEMING FEATURES OF THE

DEFIANCE

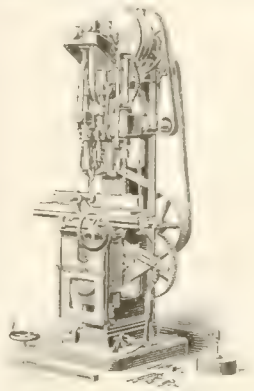
HIGH-GRADE WOOD-WORKING MACHINES

"THE TOOLS WITH A REPUTATION"

Power, combined with strength and efficiency in machinery building tend to produce results that rank the highest, thereby leading to satisfied customers and products that find a ready sale wherever offered.

The "always dependable" DEFIANCE LINE represents the strongest proof of the woodworking machine world, always ready for work, never out of fix. Modern tools is our specialty and our guarantee accompanies each machine leaving our plant.

Address Dept. A for full particulars and prices.



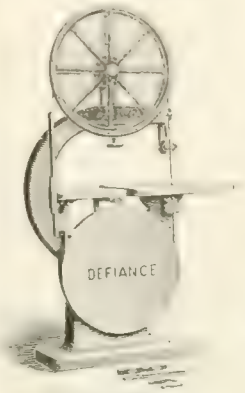
No. 6 Plain Mortiser



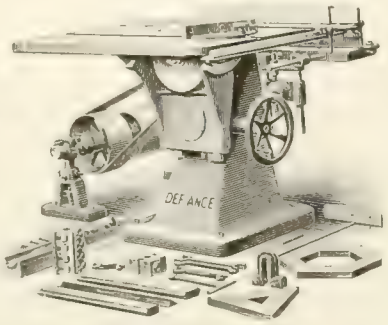
No. 2 Iron Grindstone and Frame

THE DEFIANCE MACHINE WORKS
DEFIANCE, OHIO

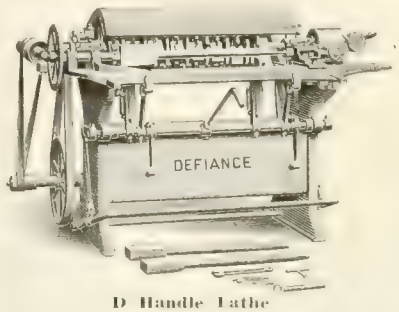
SEE OUR EXHIBIT AT 1219 WASHINGTON BLVD.



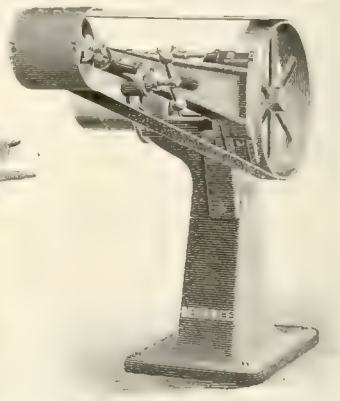
28 Band Saw



No. 8 Variety Saw



D Handle Lathe



No. 1 Arm Belt Polisher



THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

CINCINNATI LEADS
Having the Largest and Most Complete Assortment of
VENEER

OHIO VENEER COMPANY
OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.
We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)
All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**
Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Additions during the past two weeks to our already complete stock of Veneer and Thin Lumber.

25 Logs Circassian
15 Logs Mahogany (Figured)
50 Logs Curly Birch
30 Logs Rosewood (Bahia)

ALSO
QUARTERED OAK AND PLAIN WOODS

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks Best Selections
CINCINNATI, OHIO

Circassian WALNUT VENEERS
LAGUNA Mahogany LUMBER
The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For quick shipment we will make very low prices on the following. All this stock is band sawn and thoroughly dry.

1 car 4/4 1s & 2s Poplar
2 cars 4/4 No. 1 Com. & Select Poplar
5 cars 4/4 No. 1 Common Poplar
2 cars 5/4 No. 1 Common Poplar
3 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common Plain Oak
1 car 4/4 S. W. Chestnut
1 car 6/4 S. W. Chestnut
1 car 1x18 & up Panel & No. 1 Gum
2 cars 4/4 No. 1 Common Red Gum
1 car 5/4 No. 1 Common Red Gum
3 cars 4/4 1s & 2s Qtd. White Oak
2 cars 5/4 No. 1 Com. Qtd. White Oak
1 car 6/4 No. 1 Com. Qtd. White Oak
1 car 4/4 No. 2 Com. Qtd. White Oak

Do not hesitate to write us regarding anything in hardwoods, whether it appears on this list or not, as the stock listed here are only a few cars we want to move quickly.

We have first-class planing mill and can manufacture any of our stock to suit your requirements.

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

STOCK LIST

4/4 20 & 21" Panel Cottonwood	15 M
4/4 22 & 23" Panel Cottonwood	15 M
4/4 24 & 26" Panel Cottonwood	15 M
4/4 27" & up Panel Cottonwood	15 M
4/4 Common & Better Chestnut	15 M
8/4 Sound Wormy Chestnut, one year dry	100 M
6/4 Sound Wormy Chestnut, one year dry	50 M
4/4 13 to 17 Poplar Box Boards	15 M
5/4 Hard Maple, 1s & 2s, Michigan stock	35 M
Philippine Mahogany	6 M
4/4 13 to 17" Gum Box Boards	9 M
4/4 No. 2 Com. Sap Gum	200 M
4/4 Log Run Basswood	60 M

WE MUST MOVE

50,000 ft. 1" 1s & 2s
36,000 ft. 1¼" 1s & 2s
70,000 ft. 1½" 1s & 2s
48,000 ft. 2" 1s & 2s
250,000 ft. 1" No. 1 Common
55,000 ft. 1¼" No. 1 Common
86,000 ft. 1½" No. 1 Common
75,000 ft. 2" No. 1 Common

Chestnut

RIEMEIER LUMBER COMPANY

CINCINNATI, OHIO

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building

CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

CINCINNATI
THE GATEWAY OF THE SOUTH

WANTED Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

SWANN-DAY LUMBER COMPANY
Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:
POPLAR, OAK, CHESTNUT AND HEMLOCK
Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky **MILLS IN KENTUCKY: Jackson, Beattyville and Clay City**

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET CINCINNATI

L. W. RADINA & CO.
DEALERS IN
POPLAR AND HARDWOODS
CINCINNATI : : OHIO

DUHLMEIER BROS.
SOUTHERN HARDWOODS
CINCINNATI, • OHIO

BENNETT & WITTE
JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

BUFFALO

The Foremost Hardwood Market of the East

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

NEW YORK

LEADING MANUFACTURERS AND JOBBERS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

TO LUMBER MANUFACTURER

If you wish to turn your lumber into cash, should be pleased to receive your stock sheets and lowest prices less 2%.

We specialize in chestnut, plain oak and birch, and are always especially in the market for kiln-dried stock.

The Milne Brothers Company, Welles Bldg., New York City

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

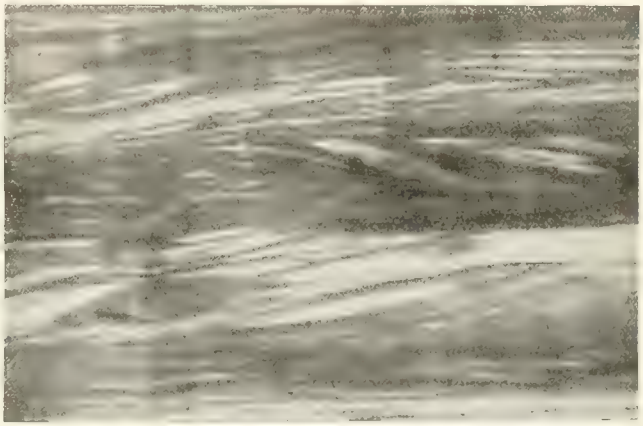
HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

We have 100,000 FT. 8/4 QUARTER-SAWED HARD MAPLE, SQUARE EDGED, STOCK EIGHT MONTHS DRY.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Quartered Red Gum



Your first impression is that this wood is Circassian Walnut. And many people would not be able to tell the difference. Progressive manufacturers everywhere are using it. We cut all our Quartered Red Gum from choice logs in the Bottom lands of Arkansas, using nothing but 24" and up logs for this purpose. It is really cut for figure, and as shown in the picture. Runs good widths and mostly 12', 14' and 16' lengths. Grades, 1s & 2s and No. 1 Common. 5/8" to 3" in thickness. Veneers, 1/32" and thicker.

Get in touch with us today.

HAMILTON H. SALMON & CO.

82-88 Wall Street, NEW YORK CITY

SHORT

on

Maple, Birch, Beech or Basswood

?

For quick shipment write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

H. D. WIGGIN 89 STATE STREET BOSTON, MASS.

Whitewood, Oak, Chestnut, Elm, Basswood Maple and Birch.

SEND ME YOUR LIST OF OFFERINGS FOR SPOT CASH

The Billmeyer Lumber Co.

Manufacturers and Wholesale Dealers in Lumber

CUMBERLAND, MARYLAND

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

CHAS. K. PARRY & CO.

Wholesale Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

THOMAS E. COALE LUMBER CO.

Franklin Bank Building, Philadelphia

We are interested in No. 2 Common 8-4 Quartered White Oak and All Grades of Poplar and Other Hardwoods.

WE WILL NOT MIX GRADES

HADENTINE LUMBER COMPANY

6th and Penn Streets, Camden, N. J.

If you want to buy or sell choice Hardwood, Cypress, N. C. Pine, get in touch with us. We manufacture Gum for Ties, planking, interior finish, furniture, and boxing. Immediate shipments from Norfolk.

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

J. S. KENT CO., PHILADELPHIA

WISTAR, UNDERHILL & CO.

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¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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"If Anybody Can, We Can"

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4/4 Basswood, L. R.	48800'
4/4 Buckeye	22838'
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4/4 Birch	9920'
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6/4 Maple, L. R. Hard.	16000'
10/4 Maple, L. R. Hard.	32000'
8/4 Maple, No. 1 C. & B., Qtd	65000'
4/4 Action Maple	80000'
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4/4 No. 1 Common Ash.
8/4 No. 1 Common & Better Chestnut.
6/4 & 8/4 Sound Wormy Chestnut.
4/4 No. 2 Common Basswood and Buckeye.
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1" thick
2" thick
2½" thick
3" thick
4" thick

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MANUFACTURER AND WHOLESALER OF

HARDWOODS

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1" Sound Wormy
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Will quote attractive price on

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Another specialty of ours is **special thicknesses and widths** of high-class **Yellow Poplar.**

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148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Louis L. Jacques, Sec'y & Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Vol. XXXIII CHICAGO, DECEMBER 10, 1911 No. 4

Editorial Comment

General Market Conditions

The volume of hardwood trade still holds up in fairly good shape the country over. There is by no means any marked activity in buying, but the total trade in volume is very satisfactory, although in some instances prices that are being secured are not what they should be to show a reasonable profit. Under the present basis of selling price and stumpage values, many manufacturers allege they are making no money. This is not an isolated complaint but a general one.

The price at which low-grade stock is moving is much below the cost of production, without any reference to figuring anything for stumpage.

There is a manifest shortage in many items of dry stock. This is notably true of plain oak in all thicknesses. For the first time in several years there is evidence of a distinct shortage in dimension widths of 4/4 sound wormy chestnut, and 10/4 and 12/4 sound wormy chestnut is especially short. There is even a complaint that dry mill cull chestnut is very difficult to secure, being almost out of the market. High-grade chestnut has been short for a long time, and there is very little offered at present.

There is very little firsts and seconds red gum in shipping shape offered, and prices are materially stiffening.

There seems still to be a considerable quantity of quarter-sawed high-grade oak and of ash, but there surely is very little surplus in first hands.

In northern woods reports indicate that there is a steady trade at satisfactory prices for the good end of maple, birch and basswood. Hardwood culls in the northern country seem to be in oversupply, and such offerings as are made for round lots carry a price that is very much below the cost of manufacture.

While the box manufacturing trade has bought pretty liberally of late, it has confined its purchases quite largely to low-grade poplar, cottonwood, basswood and Balm of Gilead, figuring on securing the lightest weight packages possible to compete with fiber container production. A good many of the eastern and southern box manufacturers are using tupelo very extensively in box making, but this wood seems to be gaining in supply in the hands of manufacturers. Tupelo gum is an excellent wood for many higher class uses than box making, but it has not yet received the recognition in the lumber market that it will eventually secure. Tupelo gum manufacturers have undeniably over-estimated the demand for this wood, and have sawed too much of it for immediate consumption.

On the whole, hardwood manufacturers during the last year have exercised great discretion in holding down their output to accommodate a not very active demand. The hardwood price situation is well in hand, and unless northern manufacturers overstock the market, which southern manufacturers cannot possibly accomplish during the winter, there is every evidence that there will be a manifest increase of prices based on a shortage of stock alone, that will amply repay them for restricted production.

Manufacturers and jobbers alike report very slow collections at the present time, which is the usual situation just before the holidays.

Generally the trade feeling is optimistic, and little fear is expressed of bad business conditions incident to next year's political campaign.

Approaching Lumber Association Meetings

The annual meeting of the National Veneer & Panel Manufacturers' Association will be held at the Auditorium hotel, Chicago, on Tuesday and Wednesday, December 12 and 13. Advance reservations indicate the attendance of the larger portion of the members of this organization.

The Indiana Hardwood Lumbermen's Association will hold its annual meeting at Evansville, Ind., on Thursday, January 18. Previous meetings of this association for many years have been held at Indianapolis, and it is believed that the change in location will insure the attendance of practically every hardwood manufacturer in the southern part of the state, and will still hold the attendance of the lumbermen of the northern section as well.

The National Lumber Exporters' Association will hold its annual meeting at Washington, D. C., on Thursday and Friday, January 25 and 26.

The Hardwood Manufacturers' Association of the United States will hold its annual meeting at the Sinton hotel, Cincinnati, O., on Tuesday and Wednesday, January 30 and 31. Secretary Foster

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Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

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DEC 15 1911

announces that a program of unusual importance will be carried out, and it is believed that the tenth annual session of the organization will insure the presence of even a larger attendance than ever before, which in previous years has been the largest gathering in number of lumber manufacturers that have ever attended lumber association meetings.

The Yellow Pine Manufacturers' Association will hold its annual meeting at New Orleans on Tuesday, Wednesday and Thursday, February 6-8. This is also a very important meeting and will naturally bring out a very large attendance.

The annual meeting of the Lumber Sales Managers' Association will be held at the Auditorium hotel, Chicago, on Thursday and Friday, February 15 and 16. There was an error in the date previously given announcing this meeting. A live wire committee has in charge the arrangement of a program for this meeting, that should make attendance worth the time of every lumber sales' manager in the country.

The National Wholesale Lumber Dealers' Association will hold its annual meeting on March 6 and 7, but as yet the place of the meeting has not been designated.

Our Blundering President

An authorized interview with President Taft was published in the Outlook of December 2. The story occupies eight pages, and is made up of apologies, explanations and attempt at justification. In relation to his alleged tariff reduction program, the President is quoted as saying that his chief objection to needlessly high tariff is that it nourishes monopoly. It holds further a constant temptation to the formation of little trusts which often are more oppressive to the public than big ones: "For example we have found local lumber markets controlled by retail lumber trusts, growing out of the big trusts, which dictate prices to the wholesale trade and which draw their chief support from duties which I believe quite unnecessary for purposes of legitimate protection."

Further on the interviewer makes Mr. Taft responsible for the following statement:

"But I could not get free lumber either. The only way I procured any substantial reduction from $1.50 was by sending the conference committee an intimation that I should veto the bill if it carried a lumber duty higher than $1.25."

The President then takes a throw at Pinchot by saying: "Gifford Pinchot, for instance, threw his influence into the scale for a $2 duty on lumber instead of backing a general effort to put it on the free list. This concession to the lumber interests was regarded by him as justified by his need of the support of the big lumbermen in prosecuting his forest work. The bill carried only a $1 duty."

It is astounding that the President of the United States should give voice to the statements quoted. He practically alleges that lumber trusts exist among manufacturers, who dictate prices to the wholesale trade, and this trade in turn dictates prices to the retail trade. This statement is astounding from the fact that it cannot fail to have a direct influence on the attitude of the courts before whom sundry retail lumbermen are now under indictment for an alleged infraction of the anti-trust law; and, furthermore, it will have the effect of inspiring additional attacks on lumber manufacturers and wholesale merchants, for alleged infraction of this law. In the face of a statement like this from the President of the United States, is it remarkable that the Hearst newspapers, the Chicago Tribune, and other leading daily publications and magazines should reiterate the statement that a lumber trust exists? Of course the figures of the interviewer on the subject of the duty on lumber are badly involved, but the explanation of Gifford Pinchot's attitude in relation to this duty is not based on the facts. Mr. Pinchot was not responsible for the retention of the $2 lumber duty by reason of any support promised or implied for the prosecuting of his forestry work. Undeniably his support was secured on the plea of prominent lumbermen that a substantial duty imposed against Canadian lumber would contribute to forest conservation by reason of a higher price possible of attainment for coarse lumber, thus rendering a more comprehensive control of the forest possible on a profitable basis.

The public, republicans and democrats alike, have exercised a deal of forbearance with President Taft and his blundering acts and words, by reason of the general belief that he was honest. The time has come when this chief public servant of the nation has become a good deal more dangerous than the mythical bull in the china shop, and it may be observed that entirely applicable to him is the venerable adage that "all hell is paved with good intentions." The ancient story of the parrot who got into unseemly difficulties should be brought to the President's attention. All the bird's difficulties were traceable to too much loquacity, and his eventual deductions of his troubles were tersely expressed in, "Polly, you talk too damn much!"

Death of W. B. Judson

The bare announcement has just reached Chicago that W. B. Judson, former half owner of the American Lumberman, and founder of the Northwestern Lumberman, which was consolidated in 1899 with The Timberman to make up the American Lumberman, and who has been residing in Seattle, Wash., for several years, died at Pasadena, Cal., of apoplexy on Thursday, December 7. The news of Mr. Judson's death will be a matter of sincere regret to many persons interested in the lumber trade, in whose interest he worked long and faithfully.

Settling Kicks

In the Tips to the Trade department of a recent issue of HARDWOOD RECORD a suggestion was made concerning the undiplomatic manner in which many manufacturers and jobbers handled what is popularly known as "kicks." This paragraph has been complimented by several manufacturers, wholesalers and wholesale consumers. One of the latter writes that "many sawmill men and wholesale lumber dealers unfortunately make use of letters similar to the stereotyped one you quote. Just at this time we have two deals of this nature. In remeasuring lumber that we buy, before making report on the shipment, we always take into account the fact that inspectors will vary somewhat in their scale, and we make it a point to "split the difference" or to charge back one-half of the shortage if we find any, preferring to do this rather than to demand a reinspection or remeasurement. We recently received a car of gum boxboards and found the ends of many of the boards so badly split as not to come within the boxboard grade, and we made a claim, agreeable to our usual practice in such cases. The reply we have from the shipper is positively insulting, as it accuses us of trying to steal a few feet of his lumber. Your letter fits his case to a nicety.

"We have another shipment of oak lumber, which has reached us full of deep season checks. As the lumber is unsuitable to our use, we have been obliged to refuse it as not being up to grade. We have asked the concern making the shipment to have an inspector sent to reinspect, stating that if we were mistaken in our judgment on the quality of the lumber we would pay the expense. Our request has been ignored. This thing has been dragging for months.

"In these cases the probable result is that both concerns will refer to us as an unsatisfactory house with which to deal, when as a matter of fact the fault is entirely on the shipper's side."

The writer of the letter above referred to says there are many wholesale consumers of hardwoods, himself included, who prefer to deal on the square with people who supply their wants, and who object very materially to discussions over purchases and opportunities for arousing ill-feeling caused by bad inspection, or, as he positively believes in many cases, the wilful mixing of grades. He says he knows there is a premium on this kind of work, because he knows of some purchasers who receive lumber and use it without remeasurement or reinspection; who take invoices and accept them at their face value. This premium for salting cars is a thing that the writer would like to have eliminated, and he suggests that the proper thing for lumber manufacturers to do would be to commence the branding of every board in their shipment with the grade and measurement. In this way the buyer would know just how each piece had been inspected and measured, and what grade and feetage it was sup-

posed to represent. He believes the time and expense attached to this branding would be more than saved in the elimination of unsatisfactory transactions.

This matter of branding the grade and feetage of lumber has been discussed many times, and while quite a number of leading manufacturers are very favorable to doing so, and at one time the Hardwood Manufacturers' Association passed resolutions commending this method, it has had little usage in the trade. The average jobber and retailer of lumber objects to having the grade branded on lumber, and while many sterling reasons could be presented that every board should be branded for grade and measurement, trade custom seems to be against this procedure.

HARDWOOD RECORD is a thorough believer in the "trade mark." It believes that every manufacturer, whether he be a maker of lumber or of hats, should have pride enough in his line of production to brand his goods, and not only with his name, but with the grade and the quantity represented.

The Proposed Lumber Publicity Campaign

Over the signatures of the advertising committee of the National Lumber Manufacturers' Association there has been issued a second and supplemental report in pamphlet form, which involves a collection of reprints of considerable matter that is being circulated in favor of various alleged wood substitutes. The pamphlet also contains a series of cartoons which attempts to graphically analyze the prevailing injuries and dangers to the lumber market; a second chart of proposed restoratives, and a third pair entitled "Comparative Tactics." There is still a fourth one entitled "Unresisting Market Handicaps," and a fifth one illustrating the weight of argument in favor of wood for many purposes. The general text of the pamphlet is rather a commendable document, but the cartoons have comparatively little strength.

The mass of reprint matter reproduced does not constitute ten per cent of the editorial and advertising matter of a similar nature that has been collected and collated by HARDWOOD RECORD. In spite of denials to the contrary, made by one member of this association's committee, concerning the authorship of the original report made by the committee, (which observation will doubtless apply with equal force to this one,) there is prima facie evidence that the report was prepared by a professional publicity promoter, and that the connection of the committee with the work is essentially vicarious.

The editor of HARDWOOD RECORD wishes it distinctly understood that he is absolutely and unqualifiedly a believer in the necessity of a campaign of general publicity in favor of wood utilization, and in showing up the fraudulent character of substitution for many purposes that now prevails; and furthermore the necessity of correcting public opinion on the high value of wood as compared with the frailties of many alleged wood substitutes. If in any wise criticising this report, he wishes to be understood that it is not a criticism on the members of this committee, but on the incompetent character of the professional publicity promoter it has employed to voice its sentiments on this all-important subject.

HARDWOOD RECORD contends that in order to secure a campaign of general publicity, looking to increasing wood utilization, it is necessary to a large extent to go outside of the lumber trade press. By the very reason of the character and extent of lumber trade press circulation, it can have comparatively little influence as a creator of increased wood utilization. These publications go to present manufacturers, dealers and consumers of wood, and outside of HARDWOOD RECORD, very largely only to the first two classes named. As advertising factors for lumber, all they do for patrons is to assist them in securing a proportion of existing business. Hence it is that other and wider methods of publicity must be employed to effect general publicity.

The crux of the argument of the supplemental report referred to is that "if we help the retailer to sell faster, he won't need any help to buy faster." Undeniably this is a logical argument to assist in increasing the demands of retail lumbermen, of which there are many thousands scattered throughout the United States. But from the fact that hardwood lumber is handled only to a very limited extent through the medium of retail lumber yards, and in its larger proportion goes direct to wholesale factory consumers, the sort of exploitation that would apply to the building wood trade will in no wise apply to the hardwood industry. The distribution of building woods and that of hardwoods are entirely different, and there is no one system of general publicity that can be made to successfully apply to both.

This is not the first time that the hardwood element has been either induced or invited to assist in pulling coals out of the fire for the building wood trade. To a minor extent they were coaxed into the last tariff fight and "conned" into accepting an alleged protective duty of a dollar and a half a thousand on oak, poplar, cottonwood, gum, cypress, maple, birch, basswood and sundry other hardwoods that do not exist in commercial quantities in any other place on earth save in the United States. To be sure, much the larger element of the hardwood industry was wise enough to keep out of this foolishness. To this very tariff measure may be traced, to a large extent, the present difficulties that now encompass the building wood industry. The building wood manufacturers secured to the entire industry the reputation of lobbying at Washington, in getting congressmen to trade votes on other schedules for the sake of preserving a duty on lumber that is of absolutely no importance to the hardwood industry, and of very little moment to the building wood trade. Representations made at Washington to get this duty over that were not warranted by the facts, and about all that it has resulted in is the achieving of a reputation by the lumber industry of being a "trust" and amenable to the Sherman anti-trust law.

The hardwood trade has contributed with considerable generosity to assisting the building wood interest (and it is almost entirely a building wood affair), in the fight against the fiber and wood containers now employed so extensively in lieu of wooden boxes. The hardwood element has financially co-operated in assisting in various work of the National Lumber Manufacturers' Association, whose interest, to a dominant extent (and whose work to a like extent), has been carried on in the interest of the building wood trade. Very little good result for the hardwood trade is traceable to any work that has ever been done by the national organization.

Now this association again asks the hardwood trade to contribute to its bills for a general defense of the lumber industry. It may be all right for the hardwood element to dig deep into its pockets and joinn the national organization in this campaign, but would it not be of essentially more promising value if hardwood producers should inaugurate a campaign of its own, and work on distinct lines of exploiting its own woods in its own way? To a man up a tree it would look as though this would be the logical way for the hardwood element to spend its money in a campaign of general publicity, because in this manner it would have the advantage of at least selecting competent talent to carry on an intelligent campaign.

The publicity promoter's document is entirely of the "glittering generality type," but at least indirectly suggests the purchase of advertising space in magazines. This at least is the way his line of effort for the cypress and gum people has been directed. It is possible to get fairly remunerative results out of an exploitation of this kind, but the weakness of this class of advertising is manifest at present from the fact that there is a reduction of advertising space purchased in magazines in the November and December, 1911, issues over that of a year ago of from twenty-five to fifty per cent. There is a veritable panic among magazine publishers and their allies, professional advertising agents. This indicates that what is known as the general national advertiser, who by dint of long experience is able to judge of financial returns of this sort of exploitation, has awakened to the fact that he has been fooling away his money. These advertisers are either retrenching on this line of extravagant expenditure or are taking some other method of spending their advertising appropriation.

As a guess, those interested in furthering steel passenger and sleeping car use spent a lump sum of not less than twenty-five thousand dollars for a one-time reading matter advertisement in hundreds of daily newspapers during the last week of November. This is not a new form of advertising but it is scientific. This subject is analyzed in an article in this issue of RECORD.

It is a big undertaking that the lumber trade has to go up against

in getting down to brass tacks and spending its money intelligently to accomplish a work that should have been done years ago, i. e., to educate the public on the surpassing merits of wood for most purposes; and particularly to show the superiority of particular varieties of wood for specific purposes; and furthermore, to show the comparative weakness of the majority of materials that are being employed as substitutes for wood.

Lumbermen must recognize that they are going up against a desperate game of organized big business, as comprised in the "Morganized" methods of the steel trust, its allied cement trust, its automobile trust, its transportation trust, and even its political trust. The Morgan bunch has the business of the country in very bad shape, and it is only by dint of the utmost endeavor that it is possible even to take reasonable care of the immense consolidated output that its plants are capable of producing, and which it must produce, in order to show dividends on the watered stock of hundreds of its enterprises. As a concrete example: The Chicago Journal of December 7, through its very capable Wall Street correspondent, John Parr, writes:

> The force of Mr. Morgan's car order, placed through the New York Central after he had agreed with the management to raise the money needed to buy the cars, has evidently spent itself in the steel trade, which needs now some fresh stimulus. A big steel order might do the trick, but somehow there is less inclination for anybody to stock up with rails than with steel products for which the quotations have declined. When the New York Central placed large orders for cars at very low prices, other railroads were the more easily influenced to follow its example because of the fact of prices being low, but steel rails. They are the great monument to the stability of a price—to the theory that the price of a thing after all is merely a state of mind.
>
> The price of the steel rail has not declined a penny per ton since the steel corporation was formed, and in the meantime the capacity for producing rails has reached 4,000,000 tons, whereas the maximum year's consumption has never exceeded 3,000,000 tons. So perhaps it is not so feasible nor so psychologically effective for Mr. Morgan to place a large rail order through one of the railroads he dominates, in order to stimulate the steel trade in which he has very much at stake. How keenly Mr. Morgan is interested in the steel trade, how much he has at stake in it just now, may be guessed from the fact that beyond procuring all the advertising possible out of the large orders placed last month by the railroads for steel cars, Mr. Morgan had his son-in-law give an interview to the press on the superiority of the steel car over the wooden car, taking as his text an accident the day before in which the steel cars had come out remarkably whole.
>
> There are people in the steel trade, not attached to any stock ticker, who believe the present price level in steel and iron products will be the mean level for a long time. They say there is no price improvement in sight. The reason they cannot imagine much improvement in prices is that the capacity for producing steel products is for the present so greatly in excess of maximum consumption. The low prices now prevailing leave very little for profit. We know of an instance in which a manufacturer of steel bars refused to take an order at the price his big customer named, but said, instead, to that customer: "Take the mill yourself and run it; make your own steel bars at cost. All we want is to keep the mill open." The customer's cost would have been higher on those terms than the price he was offering for the bars.

The steel situation, which is duplicated in the cement industry, shows the evil of over-production, and is a lesson that should be taken to heart by lumber manufacturers. Building wood producers have practically killed the goose that laid the golden egg for years by producing lumber in excess of legitimate demand. On the contrary, the majority of the hardwood element of the trade has taken its medicine justly and honestly, and has curtailed output to a degree that today even a thirty days' normal trade would clean up every foot of desirable dry lumber in first hands.

HARDWOOD RECORD has no wish to antagonize the National Lumber Manufacturers' Association and its advertising committee, and has absolutely no interest in its method of exploiting building woods. It has no selfish interest in having a hand in a campaign to increase wood consumption, although out of its own funds it has spent a considerable sum of money with that end in view, in which it has shown the possibilities of definite commercial results that can be secured to the hardwood industry by carrying on a campaign of education directly to the ultimate buyers of wood, and through the editors of newspapers.

There is an implication that editorial opinion is a matter of purchase and sale in a great many quarters. This may be true, but represented in the great mass of sterling American newspapers and magazines publishers, the big element is willing without reward to not only tell the truth, but to argue in favor of the truth pertaining to any subject of national importance. It may be all right enough to stand in the position that the lumber trade does not desire to seek favors from any newspaper, and prefers to pay for its advertising space, which hasn't a tenth of the value of the proper utilization of editorial space, but, considering all the facts, it would seem that a just proposition would be to spend a good deal of time and money in both personal visits and literature of a truthful and sane character to present the truth about lumber before the leading editorial writers of the United States. HARDWOOD RECORD has had no difficulty in becoming the widest quoted paper in the country during the last three months, and if there is any truth concerning the frailties of steel cars, it surely demonstrates that high-class publications are willing to print facts without being directly paid for doing so.

It is a matter of small moment, but worthy of comment, that the following paragraph involved in the second report of the National Lumber Manufacturers' Association committee be reproduced, as it gives credit in a left-handed way to HARDWOOD RECORD, and at the same time accuses it of securing photographs illustrating the Fort Wayne wreck in a not-to-be-commended manner:

> "When the Advertising Bureau of the N. L. M. A. shall be a fact we apprehend that it will often be required (and we trust that it may be enabled adequately to equip itself) to take instantaneous and effective local action in such cases as Jackson, Birmingham, Boston, Rochester and Chicago, as the present committee did in the matter of the wreck of the Pennsylvania Railroad 18-hour New York-Chicago 'all-steel' train at Fort Wayne, Ind., Sunday night, September 13. Through our representative we learned early Monday morning that there was one wooden coach in the train, sandwiched in between 'all-steel' cars.
>
> "The conditions were hard to beat as a demonstration of their relative safety.
>
> "We placed a specially employed photographer (with detailed instructions) 'on the job' before they had begun to remove the wreckage, and he secured a set of pictures at various stages of the clearing-up which proved surprisingly flattering to the solitary wooden coach (and decidedly flattening to the steel coaches). The wood coach did far more damage to the steel car ahead of it than the steel car behind it did to it. It is stated that the railroad purchased and suppressed all random negatives taken and we have every reason to believe that we now have in our possession the only set of original plates of this important case.
>
> "The fact that copies of our negatives were secured a few days later by the innocent error of an employe of the committee's photographer, and that publication of same occurred ahead of our intentions, does not diminish our satisfaction over the general result; and the considerable discussion aroused by them is especially gratifying, inasmuch as our chief purpose was in large part accomplished and the expense of their wide publication was saved us."

The wreck occurred on August 13 and not on September 13.

The facts surrounding these photographs and the story published in HARDWOOD RECORD are as follows:

Herbert W. Fee of Fort Wayne, son of Frank F. Fee, the well-known lumberman of Dermott, Ark., is a graduate of the Biltmore Forest School. One of the requirements to secure his diploma was the preparation of a thesis on some important feature of wood. He saw the wreck of the Fort Wayne eighteen-hour train and photographed it, and prepared a thesis on the subject.

Another young man, who is a clerk of a Fort Wayne photographer, also made some postal card photographs at the same time, and among others another picture was made by a photographer named Miner of Fort Wayne. The last named photograph was reproduced as the first one in RECORD'S article entitled "Steel vs. Wooden Passenger Cars," and the other pictures were made in part by Mr. Fee and in part by the clerk referred to.

A copy of Mr. Fee's thesis and the accompanying photographs were forwarded to HARDWOOD RECORD by Dr. Schenck, director of the Biltmore Forest School, as a basis for an argument in favor of wooden cars as against steel car construction, and from this data and from newspaper reports was secured the text of the article.

It is believed to be true that a Chicago professional publicity promoter a few days after the wreck wired the advertising manager of a Fort Wayne newspaper to secure for him the negatives of all pictures taken of this train, and Mr. Fee sold him, through a second party, the negatives involved in HARDWOOD RECORD'S story, save the one picture made by Mr. Miner, which he did not own. If the committee of the National Lumber Manufacturers' Association knows anything about the truth of this matter, RECORD would like to ask it if these are not the succinct and accurate facts in the case. Furthermore, it would like the acknowledgment that it did not place a "specially employed photographer with detailed instructions on the job before they had begun to remove the wreckage and he secured a set of pictures at various stages of the clearing up," etc., etc.

HARDWOOD RECORD would also like to ask the committee if it is not a misstatement when it says: "Some of our negatives were secured a few days later by the innocent error of an employe of the committee's photographer, and that publication of same occurred ahead of our intention, etc."

Pert, Pertinent and Impertinent

Those "Just as Good" Things

There's one thing very strange about
  Those substitutes for wood:
They all are advertised and sold
  As "something just as good."
But when it comes to testing them,
  They fail to fill the bill;
And many times in accidents
  They torture, maim and kill.

The canthook is a most useful implement around a sawmill. It is a handy thing with which to fish sawlogs out of the pond, but you can't hook a fish with it. The pikepole also is a useful article in river work, but it would be utterly useless in fishing for a pike.

Nevada

Nevada, 'tis of thee,
Sweet State of Liberty,
  Of thee I sing.
State where our fathers flee;
State that sets mothers free—
Marriage, because of thee,
  Hath lost its sting.

Chicago Record Herald

Still Waiting

Little opera tickets,
  Little supper-late
Make the young man's tailor
  Wait and wait and wait.

Chicago Record Herald

Opportunity

I seek for none,
  I knock at no man's gate;
I sit as one
  Enthroned in regal state.

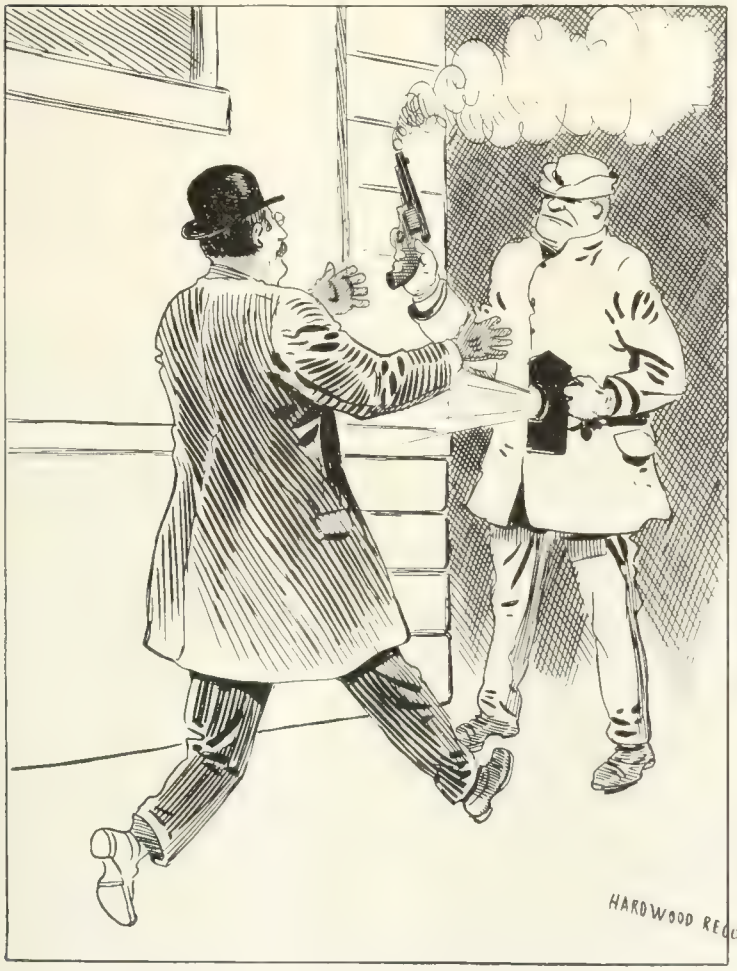
Ten thousand pass
  Unheeding me and mine;
One kneels; his glass
  I fill with magic wine.

Avoiding Hasty Opinions

Doctor: "I don't understand your case at all. We must wait for the postmortem examination."—*Somerville.*

To get the benefit of a shade in price when buying lumber, plank down your money.

THE DEADLY PARALLEL



"You missed me, and have saved my life."



"The steel car has saved my life."

Practical

"Has that new play of yours a happy ending."

"How can I tell," replied the manager, "until I balance up my books at the end of the season?"—*Washington Star.*

'Tis False

"She claims she has a perfect alibi."

"What is her alibi?"

"She says that she can prove that at the time the crime was committed her little girl was brushing her hair."

"That proves an alibi for her hair, but how about herself?"—*Houston Post.*

An appropriate present for a miser would be a chest protector.

Cumulative

Little grains of short weight,
  Little crooked twists,
Fill the land with magnates
  And philanthropists.

Sarcasm

"I never judge a woman by her clothes," observed Bilkins. "No," put in Mrs. B. sarcastically, "a man who gets to as many burlesque shows as you do wouldn't."—*Milwaukee News.*

According to law a widow is entitled to her third—but she usually has to hustle for him, just as she did for her first and second.

He Said No

"Husband, why did you tell Mrs. Wombat that I didn't play bridge?"

"She didn't ask me if you played; she asked me if you knew how."—*Courier-Journal.*

Extreme Case

Jack—How very easily Kitty gets embarrassed. Ever notice it?

Tom—Oh, my, yes. Why, she'd blush crimson if she saw a pile of undressed lumber.—*Boston Transcript.*

The winter of a man's discontent arrives when he begins to realize that it is more blessed to give than to receive the resulting bills.

Scientific Pernicious Publicity

HARDWOOD RECORD'S clipping bureau service reveals the fact that there was published in hundreds of daily newspapers throughout the entire United States simultaneously between November 20 and November 26, articles of identical import, and with slight change in wording, of which the reproduction on this and the following page are concrete examples.

The article reproduced on this page is from the Denison (Tex.) Herald of November 25, while the one on the following page is from the Philadelphia Item of November 21. It does not require a detective talent to recognize these articles as paid advertising matter, printed possibly at the expense of the steel trust or the Pennsylvania Railroad Company. This matter in newspaper parlance is "straight editorial," but in the majority of instances it appears in this great number of newspapers under news headings like the first exhibit. Apparently the Philadelphia Item couldn't stand for literature of this character as straight reading matter, and hence it was published with some earmarks of its advertising character.

These reproductions are presented to the lumber trade to forcefully illustrate the very questionable methods to which the "big interests" will resort to sustain in the minds of the public the legend that all-steel and concrete passenger cars afford increased safety to the traveling public.

The cartoon in this issue of HARDWOOD RECORD pertinently illustrates the crux of the real facts surrounding the steel car game. The promoters of steel car building and use are well aware of the frailties and the dangerous character of this type of equipment. They know that the danger to the traveling public is increased by the use of these cars; they know that these cars represent an extravagance in original cost, extraordinary expense in maintenance and haulage; that it is with the utmost difficulty that they are kept on the track; that they have frequent derailments at switches and cross-overs; that they are uncomfortable vehicles in which to house passengers; that they are extravagant in the use of steam; that they are inimical to health; that they are deficient in resiliency; and that altogether they represent an unsafe, extravagant and fraudulent type of car.

Still, the lives of the public and the extraordinary cost to railroads are to be sacrificed in the interest of big business. There were no articles of this sort issued by the steel trust and car and railroad interests at the time of the Pennsylvania-Fort Wayne wreck on August 13; there is no mention in these articles of the fact that the engineers and firemen were killed at the time of the Fort Wayne wreck or at the Monmouth Junction wreck on November 17. The articles fail to state that if either one of these trains had been of the lighter weight involved in the former type of construction, in all probability they would not have even left the tracks at the cross-overs; neither do they state that the passengers at the Fort Wayne wreck were saved by reason of their being in a wooden car built on steel underframe with non-collapsible ends, and that the steel cars in front and in the rear were crushed like paper boxes. These stories indulge in wicked half-truths only.

It is hard to see why the steel car should be hailed as a saver of life, when the lives of passengers are jeopardized by their use, any more than a hold-up man would be entitled to acclaim for his bullet missing his victim.

The observation of H. U. Mudge, president of the Chicago, Rock Island & Pacific, as recounted in last issue of HARDWOOD RECORD, is worthy of no little consideration. He modified his observations of the general sentiment in favor of steel cars by stating that they might eventually become the economical and logical type for use "if we can keep them on the track." This difficulty is not a suggestive one only; it is a patent fact as evidenced by practically every wreck that has occurred with steel cars. With this heavy rigid type of construction the cars are absolutely deficient in tortional resiliency. The old type of car when on a curve or track irregularity would "give," and accommodate itself to track contour. It would stay on the track. A rigid steel car does not perform this important function, and hence derailments are coming about with alarming frequency.

There is another important consideration to be noted in connection with this dead weight equipment involved in heavy steel and concrete cars. The Interstate Commerce Commission in its report on the wreck on the Lehigh Valley train near Manchester, N. Y., on August 25, where a heavy passenger train was derailed on a bridge and plunged into a stream, by reason of which twenty-nine persons were killed, alleges that a rail failed, which failure was developed by the heavy rolling stock. With the old methods of railroad bed, tie and rail construction, it would be impossible to run a steel train a mile with safety. This new and heavier and more substantial roadbed and rail equipment was introduced by competent railroad men to provide for increased safety to the public, and was insured so long as the type and weight of cars then employed were used. The element of safety was increased but now it has become demoralized by adding this extraordinary and unnecessary weight and rigidity to passenger cars, and the danger involved in railroad travel has been multiplied many times.

Of course, it may be recognized that primarily the steel trust has much at stake. It has spent hundreds of thousands of dollars in manufacturing equipment to produce the various parts of steel cars. It has taken over the control of such an important industry as the Pullman Car Company, and has let this institution in for such a tremendous investment in steel car production and in extraordinary cost of maintenance as to reduce its normal earnings during the last year by about nine millions of dollars. Of course, the steel trust wants to get this money back, but the wickedness and fraudulent character of the enterprise is so manifest that there

NEW ALL-STEEL TRAIN MAKES GOOD SHOWING

GOAL OF SAFETY IN RAILWAY TRAVEL IS DRAWING NEAR.

Steel Cars Cost More Than Wooden Equipment But Are Cheaper In the Long End.

The goal of safety in railway travel is not very far off, says the New York Tribune editorially. Thousands of lives have been sacrificed to the long standing habit of transporting passengers in wooden cars, which in case of a collision would telescope, split up and quickly take fire. Inertia and false ideas of economy still keep wooden cars in use on many railroads, in spite of the fact that the practicability of using only metal cars, uncollapsible and unburnable, has been fully demonstrated. But the annual roll of avoidable killings and maimings is getting shorter; for there is no longer a good excuse for a railroad's taking chances with the old style construction when the immense superiority of the new is established to the satisfaction of the traveling public.

An all-steel and concrete car train on the Pennsylvania Railroad jumped the tracks near Monmouth Junction, N. J., on Friday, while running at the rate of 50 miles an hour, and, instead of the familiar spectacle of wreckage and suffering, not a single passenger was even badly shaken up. The cars stood every test perfectly, the rails yielding first to the enormous pressure and being twisted apart, while the coaches stood firm.

Steel cars cost more than wooden ones, but when the great crises in railroading come they well repay the extra cost. It is better economy to have all-steel equipment than to pay out hundreds of thousands of dollars in damages for loss of life and injuries to travelers. Safety is the highest ideal in railroad transportation. It is also the most profitable policy. The railroad which can show a train derailment like that at Monmouth Junction without the slightest injury to a passenger needs no other advertisement to win the patronage of a discriminating public.

should be a general uprising against the employment of the present type of steel sleeping and passenger car equipment.

As before noted in discussing the subject, HARDWOOD RECORD would not lend itself to an attack on steel car equipment for the sole purpose of attempting to increase wood consumption, and it would not continue this fight if it did not believe the showing that has been made against the dangerous and extravagant character of steel cars was justified by the facts. It believes that these theses, published during the past three months, present the actual facts as they exist, and if one-half of these allegations be true, the case against the steel car game is fully sustained.

The public, and especially the lumber manufacturing and railroad public, should not fail to recall the fact that several very iniquitous bills are pending in Congress at the present time, making it obligatory on the part of railroads to employ full steel car equipment on their passenger trains within a very short time. An organized effort should be made to have the true facts of the character of steel cars thoroughly threshed out, and presented to Congress in such a forceful manner as to insure the defeat of these prospective pernicious enactments. Congress is again in session, and the steel trust will leave no stone unturned, and will not hesitate to spend every dollar necessary to secure, if possible, the enactment of these bills. It is time for a public awakening. It is time that a well directed effort be made to defeat this pending legislation.

The fight against the steel car is but one of the many necessary campaigns that should be undertaken by lumbermen.

STEEL PASSENGER CARS. THEIR SAFETY DEMONSTRATED IN A REMARKABLE MANNER.

The escape of the passengers on the express train wrecked on Friday at Monmouth Junction is another striking confirmation of the wisdom of the policy of MAKING SAFETY THE FIRST CONSIDERATION IN THE EQUIPMENT OF PASSENGER TRAINS.

Although the era of the steel passenger car is but in its beginning, and although there are still some moot points in design and construction, the IMMENSE SUPERIORITY of the all-steel construction over either allwooden or combined wooden and steel cars has been repeatedly demonstrated, and those railroads which, like the Pennsylvania, are as rapidly as possible substituting all-steel cars on important trains, local as well as through, are establishing a practice which must ere long BECOME UNIVERSAL IN AMERICAN RAILROAD PRACTICE.

Friday's experience was pecuniarly instructive. There have been some steel car trains which have failed under such a severe test as that applied to them by the derailment, at high speed, of the locomotive at a crossover, and there have been cases also in which the crumpling up of steel cars under the impact of a collision has been as disastrous—saving only the possibility of fire—as though the cars had been of wood.

But the Pennsylvania cars in this instance WITHSTOOD THE SUDDEN STRAIN MAGNIFICENTLY, the track work giving way, while the cars were almost undisturbed.

The substitution of steel for the old type of wooden car equipment involves other considerations than those of car cost merely.

In the case of steel freight cars, the increased capacity more than overbalances the increased weight of the cars themselves; but with passenger traffic there is no such compensating gain to offset the largely increased dead-weight per passenger which has to be moved.

There is no doubt that the steel passenger cars increase the cost of operation, but the added security to life and the saving which is effected in accident costs are the governing factors in determining the railroads in adopting the more costly equipment.

THIS IS A WISE RECOGNITION ON THE PART OF THE COMPANIES OF THE PARAMOUNT DUTY OF SAFEGUARDING THE LIVES OF PASSENGERS.

It is the only condition under which modern fast train service ought to be supplied, and that the public is receiving this guarantee, without any other external compulsion than that of enlightened self-interest, is one of the encouraging signs of the times, and which has always been the first consideration of such great roads as the Pennsylvania.

MEETING CYPRESS ASSOCIATION

The Southern Cypress Manufacturers' Association held its semi-annual meeting in Savannah, Ga., on Nov. 28, with about twenty-five members and visitors present.

President Wilbert in his address greeted the members by stating that this was the fourth time in the history of the organization that it was assembled in the eastern cypress country. He felicitated the organization on its accomplishments by means of co-operation. He stated that the association had encountered new experiences and had been called upon to deal with previously untried problems during the past few years. He stated the country with reference to its industrial affairs is more or less hampered by the presence of political agitation, and the uncertainty of politics; that the fiscal affairs of the government and the manner of their administration are interlinked with the business of the country, and when there is doubt all share it and enterprise accordingly is halted.

He noted that time after time all had seen how these recurring periods can be securely and safely survived, but at the same time the country seems to have contracted and to have become confirmed in the habit of "holding its breath every four years."

Harry Hewes presented a report on the "Utilization of Waste Lands," in which there was reference made to the onerous taxes imposed in Louisiana both on virgin and cutover lands.

A. T. Gerrans made a detailed report on the advertising plans contemplated by the National Lumber Manufacturers' Association, and also reported the success of the cypress advertising campaign.

Hardwood Dimension Stock

It is very safe to make the broad statement that there is no feature of the hardwood lumber business that presents more opportunities for development on a highly profitable basis than does the production of dimension stock. The average lumber manufacturer who has made tentative, unsystematic, irregular and minor efforts to produce and market hardwood dimension material may take this observation with a considerable grain of salt, nevertheless it is true. There are plenty of reasons for past failures in making money out of dimension material, and the principal one is that it has been simply a side issue, usually with small manufacturers, who knew little or nothing about the requirements of the finished material; who made it badly; seasoned it worse, and then were disappointed in the price that could be secured for it. It goes without saying that the better the dimension material produced, the higher the price that can be secured for it.

The making of dimension material is a trade—not a difficult one to be learned—but still the making of it requires a good deal of knowledge that is not picked up around the ordinary sawmill. Dimension production can not be successfully carried on as an inconsequential and half-neglected adjunct to a sawmill business. Primarily it requires study to acquire specific knowledge of standard sizes—of which there are hundreds—of dimension material of various woods that have a ready market. Any man will go broke making one kind of dimension material of any considerable size, and on the contrary there is a handsome profit if he secures a line of trade that will enable him to work up his stock into a variety of sizes. It is akin to the fact that a box manufacturer would go into bankruptcy by making large pork boxes exclusively; the only successful box manufacturer is the one who is enabled to work his stock into a multitude of varieties of sizes.

Beyond question there is not only a fair, but an extraordinary profit to be attained in dimension production in a comprehensive way in any hardwood manufacturing trade center in the United States. It is first necessary to be able to secure at a reasonable price, not only the offal but the low-grade product of enough sawmills to insure a source of supply for a comprehensive plant. Then it is equally necessary to establish a market for a variety of sizes to enable the dimension manufacturer to work up his product to the best possible advantage. There is not only a good profit in an undertaking of this kind, but such an extraordinary one as to be several times as great as is possible of attainment in any hardwood sawmill operation in the country. There is enough saving in freight alone to insure two ordinary lumber profits in an enterprise of this sort logically conducted.

The stock argument presented by many lumber manufacturers that buyers are not willing to pay a satisfactory price for dimension stock is all moonshine. Wholesale hardwood consumers for first-class dimension stock will pay a price in excess of the present cost of firsts and seconds of any kind of lumber that can be named. However, they will demand first-class, clear lumber, every piece of which can be worked without waste. Moreover, it is perfectly logical to supply this kind of material at a handsome profit.

HARDWOOD RECORD's mail for several years past has been filled with requests for assistance in establishing a source of supply for

high class hardwood dimension material, and during the past few months the requests are multiplied in number and in insistency. Furniture manufacturers, chair manufacturers, office appliance manufacturers and many others submit cutting bills of sizes that they wish to purchase. One prominent buyer of this class of material, which is a replica of many similar letters, writes that he has been in correspondence with many houses whose addresses are listed with HARDWOOD RECORD as manufacturers of dimension material, but has had no results in securing a permanent supply. The writer says that if this were a matter of sporadic business, or the orders very difficult of production, he could understand it, but this is not the case. Primarily he says he is in a position to dispose of any quantity of dimension material, no matter how great, provided the wood is of good quality and manufactured according to specifications. He says that these specifications are stricter on grade than the inspection of firsts and seconds, and that the foreign market demands a higher grade than the domestic market, but on the other hand, buyers of dimension material are lenient in the matter of lengths, and are more lenient in the matter of measurement.

In the making of dimension stock, sellers will be paid for the stock on the basis of intervals of four inches in length, and minor fractions in thickness and width. Thus a producer can achieve full value for every foot of the grade furnished. The writer alleges that there surely must be some serious-minded producers of oak and other hardwoods in this country who are willing to undertake the wholesale production of dimension material. He further says that in the matter of terms he will be willing to meet any reasonable demands provided he is assured he can get exactly what he purchases, and if necessary he will furnish the services of capable mill experts to superintend the work of production.

In connection with this correspondence the writer has submitted a list of standard sizes of white oak dimension material, which certainly is not made up of serious items of production. A list of these sizes is quoted below.

White Oak First Grade

QUARTERED	1", 5/4", 6/4" and 2", average 8¼" to 8½" wide, 25 per cent 3-1/3' to 6-1/3', 75 per cent 6½' and up long
PLAIN	1", 1-1/16", 5/4", 1-3/8", 1½", 1-5/8" and 2" thick 8¼" to 8½" average wide, 20 per cent 3-1/3' to 6-1/3', 80 per cent 6½' and up long
QUARTERED	1", 2" thick, 10" and up average 11½" to 12" wide, 15 per cent 3-1/3' to 6-1/3', 85 per cent 6½' and up long
QUARTERED	3-8", 5-8", ¾", 13-16" thick 8" to 8¼" average wide, 25 per cent 3-1/3' to 6-1/3', 75 per cent 6½' and up long
PLAIN	3-8", 9-16", 5-8", 3-4" and 13-16", the same lengths and widths as the quartered
QUARTERED	1½" and 2" thick, 4¾" to 6-5-16" average wide, 25 per cent 3-1/3' to 6-1/3', 75 per cent 6½' and up long
QUARTERED	½", 5-8", 3-4", 15-16" and 1" thick 11" and up, average 12-2-3" wide, 6'4" to 6'10½" long
QUARTERED SQUARES	1-1-16" thick, 3-9-16", 3-15-16", 4-5-16", 4¾" 5-1/8", 5½", 5-7/8", and 6-5/16" wide, 3-1-3' and up, 5¾' average long.

NOTE as to matters of specifications: This grade all to be of first quality, viz.: free from sap, knots, heart defect, worm holes, stain or other defects; uniform in thickness; edges sawn parallel and square, and measurements to involve intervals of ½" in width and 6" in length. All stock to be from three to four months' air-dried. In this connection it is observed that dimension stock must [illegible] allowance of ⅛" in dimension when sawn green, so as to [illegible] full size when air-dried.

HARDWOOD RECORD is in possession of similar lists involving many [illegible] which are eagerly sought by scores of [illegible] and it seems remarkable that in this day of overstock of these grades of hardwoods located at long distances and on high freight rates from eventual consumption, and at a time when [illegible] keeping on economies and efficiency in production, there are not more able and broad minded manufacturers who are willing to properly capitalize and undertake comprehensive dimension production.

With a well-organized sales department to enable dimension manufacturers to market a large number of sizes, good No. 2 and poorer hardwood lumber, and notably so if bought untrimmed and unedged, will show a cutting value in excess of fifty per cent, and will show a quality of product that will command a price not only in the markets of the United States, but abroad, in excess of the value of firsts and seconds. It will not do to install a dimension plant of the peanut-stand variety, because akin to a flooring plant there are too many kinds and sizes to be considered. It must be a plant of size, and an ordinary institution of this sort should be figured on a capacity to cut into dimension stock at least two hundred thousand feet of lumber daily. A dimension plant, even of this size, does not involve a large capitalization either to cover the cost of the plant itself or of the raw material.

The subject of organizing a comprehensive manufacturing industry in dimension material is worthy of the consideration of lumber manufacturers of Memphis and vicinity, and quite a number of other centers of hardwood production. In Memphis low-grade lumber has been a drug on the market for years, and it has reached a point where sawmill men in that city are not safe in buying anything but the highest grade of logs, as the purchase and manufacture of low-grade logs invariably show a loss. The hardwood industry of Memphis could be perpetuated for many years if the low-grade lumber product could be marketed at even cost. The present situation not only there, but at other lumber centers, is such that the aggregate of the lumber manufacturing business is rapidly going into a decline, unless some plan is worked out to secure a logical disposition of low-grade lumber and log output.

LATE GLASGOW TRADE REPORT

Glasgow, Nov. 29, 1911

Business in this market is not what can be called brisk, although there is a general tendency towards improvement. Recent arrivals of hardwoods have met with a good reception, especially plain oak, sap gum (hazel pine), and the lower grades of poplar. First and second plain oak and poplar are in very poor demand, the prices shippers ask not being obtainable in this market; No. 1 common and No. 2 common northern oak, 1-4" 5-4" 6-4" and 8-4" has sold very well ex recent arrivals, especially 5-4" and 8-4". Southern oak shipped out from New Orleans on the other hand has not sold well, quite a number of carloads finding their way to the public stores. It is very difficult to even get buyers to look at a shipment when it arrives, the name of the steamer and port from which she has sailed being enough. There has been quite a quantity of poplar logs landed from recent arrivals, but the quality of these has left much to be desired, although, taking it all over, most of them have been sold, very few parcels having found their way to the stores. Oak logs are in steady demand, good prices being realized for really first class parcels of fair average size; indeed, not one lot of oak logs has found its way to store, all being sold ex quay. Any parcels arriving will meet with a good reception, and will sell at a price to give shippers a moderate profit. It is some time since any oak logs have been shipped via New Orleans, and it is just as well for those who used to consign these, as some of the shippers must have had a very sharp loss. Practically the same remarks apply to these as to the oak board shipped from that port. They all seem to be big growth wood, and very liable to split; in fact, some of the shipments came in in a shocking condition. Walnut logs and lumber, if of first class quality, should sell well, practically nothing having arrived for some time now. There is very little doing in quartered oak. Consigning should be avoided, especially the higher grades. Birch logs are in good demand, practically no stock being held. Any arriving will meet with ready sale. Mahogany is in good and ready request, especially Honduras logs and lumber. Oak staves are in fair demand, both in whiskey and oil barrel qualities, higher prices are ruling.

As already stated, business here is fair, ship-builders being exceedingly busy, with a quantity of work to take them well into next year. There will be a very good demand for all kinds of wood from this source for some time to come. Cabinet makers note good prospects for improvement, and it is expected that some good lines of oak, etc., will be placed with these buyers before the year closes, in fact the tendency has been for some time not to lay in stock, but to wait to see if lumber were going to ease in price, and instead of this taking place, the values, in most cases, have been much enhanced, and are still likely to go higher with the increased freight, handling, etc., which must now be paid. The wagon trade is in a healthy condition, and some very good enquiries and orders have emanated from this source. The only dark cloud on the horizon is a threatened general stoppage of the railway men. This trouble has been brewing for some time now, the situation having been saved the last time by the government stepping in and forming conciliation boards, but apparently this is not now to the liking of the men, and they are at present balloting as to whether they should still recognize the agreement or come out on strike. It is hoped by all parties that some amicable arrangement can be arrived at, as otherwise it will paralyze the trade of the country. It is however obvious that the government will again have to step in and arrange terms suitable to both masters and men, as a general strike could never be tolerated by the public for any length of time.

Scientific Management

Editor's Note

The subject of scientific management and its application to the lumber industry is discussed by Prof. R. C. Bryant in a paper in the December issue of American Forestry. This article is republished in full, not because it either solves or pretends to solve all the details of scientific management for lumber manufacturers, but because it is a valuable thesis involving suggestions to lumber manufacturers, upon which they may elaborate and work out adequate plans to fit individual operations.

Scientific management applied to manufacturing industries has received much attention during the last few years and has met with signal success. The central idea in this movement has been the increase in efficiency of the individual workman and of the shop, by collecting and reducing to a standard, facts concerning the best practice among the competent workers performing a given class of work; by the introduction of modern types of machinery operated at its highest efficiency; and by improvement of factory organization and supervision.

Individual lumbermen have done much thinking along these lines and have put some of the principles into practice. However, as a whole, the industry has not profited greatly from work of this character, for it is still a mooted question to what extent scientific management can be applied to the industry.

It is doubtful if there is any close analogy between the workshop or factory with its specialized product, continuous operation without reference to climatic conditions; and the camp in the forest with its constantly changing crews, with climatic conditions which may hinder or prevent operation for a certain period, and where every acre logged and every tree felled may present a new problem.

At the plant of the lumberman methods of manufacture can be standardized to a degree at least; the labor is more stable and the work may be under cover and thus adverse weather conditions overcome. However, even in the mill the problem is not so simple as in a factory. Each log presents a new problem to the sawyer who aims at the best results, because the position, number and character of defects are rarely the same in any two logs.

The lumber industry in the past with its abundant and cheap raw material did not devote a great deal of time to the development of the finer points of organization and administration, especially in connection with the logging end of the business. The time has now come for the lumberman to perfect his organization and eliminate all wastes, if he is to succeed in a business in which the price of raw material is constantly advancing, labor charges increasing and its efficiency decreasing.

The methods of work outlined for manufacturing plants may not prove adaptable to logging and lumber manufacture, but the general principles underlying the schemes advocated by experts on scientific management contain many helpful suggestions to those who are interested in developing their work to the point of maximum efficiency.

The management of every large lumber operation should have on file in the office detailed data regarding the title to the property, the character, the amount and condition of the timber; methods of logging adapted to the region; a scheme for fire protection, etc. This can best be secured by the organization of a forest department in charge of a man capable of supervising cruising, engineering and forestry work. If the size of your operation does not warrant the establishment of the work on a permanent basis, experts can always be secured at a reasonable cost.

The high stumpage values of today call for more careful cruising than has been the rule in the past. The owner should know not only the amount of each merchantable species on his land, its location with reference to the topography and outlet; but also should have accurate data about its quality. A knowledge of the latter factor becomes more valuable with each increase in the price of stumpage.

Topographic maps are now considered an indispensable part of every manager's equipment, by all who have been fortunate enough to have used them. In a rolling or rough region they will save, in a short period, many times their cost.

Topographic maps are often made at the time of the timber cruise. They should show the location of all streams, roads, trails, swamps, burned areas, agricultural land, and the elevation of all points. On such maps are often shown in colors the stand per acre of the different species. The exact location of all timber, the position of light and heavy stands, burns, etc., can be seen at a glance. Accompanying this map should be a report on each logging unit giving all data that is necessary for an intelligent understanding of the problems involved in logging the area.

The entire system of logging roads can be laid out in the office on such a map, and a logger may know several years in advance where his main roads can be located to best advantage, the mileage required and any special difficulties that must be overcome. Careful planning of roads with reference to logging the area as a whole effects a saving in logging costs by reducing the amount of road building.

A PRACTICAL DEMONSTRATION

The value of a map of this character was demonstrated during the spring of 1909. The senior class of the Yale Forest School made a survey and prepared a topographic map of a tract of 30,000 acres in eastern Texas, in a region where railroad location was not easy, because of the broken character of the country. The engineer of the company about one year later was called upon to build an eight-mile extension to the main line which was to pass over a portion of the tract surveyed, and over which he had never traveled. He laid out the road on the topographic map in the office before beginning field work. After selecting the route which looked most feasible, he went to the field and was able to locate on the ground over five miles of road on the route he had chosen in the office. The location of the remainder of the line was not altered more than a few hundred feet at any point. The work was accomplished in one-fourth of the time required under the old method.

Maps and data of this character are also a great aid to the management because it preserves on paper a vast amount of valuable information often carried in the heads of certain woodsmen of the company. These men may leave your service, and the knowledge they have gained at your expense is gone and can only be acquired by the expenditure of more time and money.

A new foreman can be taught more about your property, in an hour, from a topographic map than he could learn by traveling over the ground for a week. Further, it enables you to discuss with him the plans for logging; show the area to be logged the next season; the mileage of road to be built; the character of "logging chance" he will have and many facts that he often otherwise has to determine for himself when he arrives on the ground.

No lumberman should be satisfied with his operation until he has proven to himself that he has a system as efficient as it is possible to secure. Forest laborers, as a rule, do not migrate out of the general forest region in which they receive their training, and consequently have no opportunity to learn methods other than those common to that particular section. Although the methods in use are usually those best adapted for the conditions existing there, it often happens that woodsmen in other regions have developed methods that are preferable for special conditions you may have to meet. The collection and standardization of the methods of progressive loggers in a given section would be most valuable to every operator.

The organization for the protection of the property against fire is one of the least efficient parts of many lumber operations. Companies conservative in business who carefully protect their manufacturing plant often neglect their stumpage, a product far more difficult to replace than a mill on which insurance can be secured. Although practically noninsurable, stumpage has been left to care for itself until the last few years, and in some sections it still does not receive ample protection.

Every large company should have some comprehensive scheme of fire protection worked out for its tract, and an organization capable of putting the policy into effect when it is required.

CARE OF DETAILS

Improper supervision of felling and log making crews often results in waste. Through the faulty selection of log lengths and careless marking off of the same, the daily loss often averages several hundred feet log scale per crew. Breakage, due to careless felling and other causes, may increase this amount. A daily waste of 500 feet log scale per saw crew due to carlessness has been observed on yellow pine operations in the South.

The loss to the stmpage owner is greater than first appears, because it is not only the stumpage value that is sacrificed, but the sale value of the product on the car. It requires but little more effort to bring in a log 16 feet long than it does one 14 feet long; the cost of skidding, loading and transportation to the mill are increased to only a very limited extent, and on reaching the plant the added cost of manufacture is nearly nil. Therefore you lose the value of this product on the car, because it costs you practically no more to place it on board ready for shipment than it does to leave it in the forest to rot. Close supervision of the saw crews will remedy this matter at a cost which will be a fraction of the loss you otherwise suffer.

There is a wide variation in the rations given to logging animals, and it is certain that they are not always fed economically. The requirements of animals for food are dependent on weight and the amount of work being performed. Each animal requires a certain amount of concentrated food from which it derives the major part of its nourishment and a certain quantity of coarse food which gives bulk to the ration.

There are several essential elements in the concentrated foods which are required in fairly constant quantities for a given weight of animal, when performing a specific kind of work. Different feed stuffs contain these elements in widely varying proportions, and the test of a balanced ration is the ability of an animal to maintain an even weight under the conditions in which it is working.

Every logger should adopt a standard ration for his animals based on tests made under working conditions. The general requirements of animals have been studied extensively both in this country and abroad and data on the subject can be secured from the United States Department of Agriculture.

Many business men spend much time on the preparation of statements showing the cost of production. These are of value as a guide for comparison of actual costs, but do not show whether the average is greater than it should be.

A close study of the various parts of the operation and the preparation of a statement from the data secured, offers a means of comparison of actual and standard costs, and will point out the weak points in the present system. It enables the management to pick out the departments in which the expenditures are excessive, and to make such changes as are necessary to remedy the faults.

Estimated costs exert a beneficial influence over foremen and other subordinates, because when the actual outlay exceeds the estimate made by them at the beginning of the season their reputation is at stake. The incentive is present for them to attempt to keep expenses down. Where there is no check of this character, it is easy for the foreman to say that high costs are due to special difficulties encountered, such as inclement weather, bad bottom, or similar factors.

One of the largest operators in the Northeast has given the subject of "efficiency" in woods operations much thought. His scheme requires the collection of data regarding the property preliminary to the beginning of operations; careful supervision and inspection of all parts of the woods work; and a system of records in which detailed account is kept of all work to be performed and all work actually performed.

The plan has been developed from the management side because the [illegible] felt that a piecework basis of remuneration, with a bonus for superior work, is adapted to their conditions.

The general scheme has been built up gradually and is the result of years of thought and study. While it has met the needs of the particular operation for which it was designed it may not be applicable in all [illegible] It is adapted only to large business concerns, because of the added inspection and clerical force needed to carry out the plan.

KEEPING ACCURATE RECORDS

The system of records is of interest because of its completeness and the success which has attended its use. These comprise three separate sets of books known respectively as the budget, accounting and the statistic.

The budget contains a statement of the work to be accomplished during a given period, preferably for the coming season.

It covers all phases of woods work and is made up by foremen and others in charge of field work. It contains a concise statement of the exact character of the work to be performed under a given foreman's direction; the dates on which, or the period in which it is to be performed; the number of men, animals, equipment and supplies required; and the estimated cost in detail. From this budget the management learns just what work each foreman considers essential; can determine when, where, and what supplies and equipment are needed and the approximate expense of logging for the season. The company also has a standard with which the actual costs can be compared, and if the estimated expense is exceeded, or additional equipment or supplies called for, explanations are in order. In fact, the budget reduces loose guess work to a system.

The second branch, called accounting, deals with the records that pertain to the conduct of the scheme laid down in the budget. The object is to collect reliable and prompt reports regarding the operation in order that the management may have a statement showing the exact status of work to date. This file does not leave the office. Extracts from it may be sent out to subordinates to whom it may concern.

The statistical feature of the records is concerned with the accumulation of the experience and data secured in carrying out the operation. This is the basis of new schemes, or revision of old. It is also an office record.

DECREASING MANUFACTURING COST

The manufacture of lumber is under the direct supervision of the management and the details of organization have received more careful attention than those in woods work. Certain forms of mill work also lend themselves more readily to standardization. Among these may be mentioned unloading logs at the pond, lumber piling and loading, dry-kiln work, etc. Work of this character is frequently performed by contract, but even so it may not be done economically. In numerous instances the costs of manufacture could be reduced by a careful study of conditions at the plant.

An example of this was observed in a large mill in the South where, for that section, an unusually intelligent class of foremen were in charge. The cost of operation was considered below the average of mills in the region and the management was satisfied with the results.

The plant consisted of two separate mills, yards, and planing mills, but had only one system of sheds. The yards were each in charge of a foreman, and the sheds were under the supervision of one man. A certain amount of jealously arose between the different foremen in an effort to keep down the cost in their departments, and each man was inclined to throw minor expenses on some other foreman.

To obviate this and to secure closer co-operation among the foremen engaged in handling lumber, a re-organization was made. One yard foreman was assigned to other work and the two remaining men were called to the office and a proposition made to them. The management calculated that the cost of operation in the two departments, through co-operation could be reduced at least ten cents per M feet. They therefore proposed the following: they would guarantee to each foreman the regular salary he had been receiving and in addition one-half of all the saving effected below the sum fixed as the standard cost.

No provision was made by the management for compensating the individual workmen, since the foremen had the authority to hire such labor as they required and pay such wages as were necessary.

The proposed plan met with much favor, and after discussing the situation the foremen decided that they could dispense with

fifteen men in the two departments, and accordingly had them transferred to other work. The tasks of some men were increased with added pay, in other cases a more systematic plan of operation took care of the extra work without imposing undue burdens on any laborer.

The results secured by this arrangement were favorable from the start, and the foremen not only kept the price to the standard set, but soon had reduced it five cents, and had in view new methods which would still further cut down the cost. The consequence was that the company was getting its work done cheaper than formerly and the foremen were making higher wages than they could hope to secure under the old system. A stronger personal interest in the work on the part of the men concerned was manifest from the start. This company has in mind the extension of the system to other work around the plant and also to some of the work in the woods.

THE PIECE WORK SYSTEM

Another application of the piece work system to the lumber industry was observed in a cypress mill which was visited in 1907. The system at this plant has been extended to cover railroad construction, deadening timber, felling and log-making, skidding, pond work, sawing in the mill, piling in the yard and loading on the car, and shingle and lath manufacture.

The method of payment for sawing lumber is unique. In order to encourage the production of high grades of lumber a scheme was devised for the payment of sawyers, edgermen and trimmermen on a basis of quality as well as quantity. A scale of wages on a basis of M feet manufactured was drawn up and in it a premium was placed on the higher grades, with no payment for No. 2, or poorer lumber.

The company has a shingle mill in connection with the plant in which the inferior logs and cants are utilized. In order to overcome the tendency of the sawyers to cut the high-grade lumber from the outside of the larger logs and send the inferior center to the shingle mill, a standing order is in force to cut any kind of lumber rather than to send material to the shingle mill.

The tendency of the sawyers to escape cutting low grades is also checked by paying the mill foreman on the basis of the mill cut, without reference to quality. The foreman's desire for a maximum output, coupled with the sawyer's desire for quality, keeps the work at a high point of efficiency and yields satisfactory results from the standpoint of the management.

The piece work basis of renumeration has been used for many years by lumbermen, especially in the South. Its introduction was due largely to the irresponsible character of the labor from which satisfactory service could seldom be secured on a daily wage basis. Although widely applied, this system has been considered chiefly from the standpoint of the employer, and little thought has been given to aiding the employe to become more efficient at his task, or to offer him any incentive for increased effort.

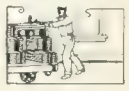
Renumeration on a basis other than that of the wage, has come to stay in the lumber industry, and the present ideas are certain to change in favor of some scheme of reward for special ability.

Along with the development of the labor problem will come plans for the better care and management of the forest, more intensive methods of logging and manufacture, and the closer utilization of the raw material of the forest and the finished product at the mill.

The economic forces that are driving industrial plants to adopt more scientific methods of management, in their fight for existence, will soon become vital to the lumber industry. The greatest measure of success will come to those who have intrenched themselves behind an organization which will enable them to place their product on the market at the lowest possible cost in competition with their rivals.



Veneer and Its Uses



MANUFACTURE OF VENEERS

A preliminary statement of the consumption of timber in the manufacture of veneers in the United States during the calendar years 1910, 1909, 1908 and 1907 was issued November 30, 1911, by Director E. Dana Durand of the Bureau of the Census, Department of Commerce and Labor. It was prepared under the direction of William M. Steuart, chief statistician for manufactures, by Jasper E. Whelchel, expert special agent. The data were collected in co-operation with the Forest Service of the Department of Agriculture, and form one of a series of annual reports regarding the lumber and timber manufactures. Following is the comparative summary:

KIND OF WOOD.	QUANTITY (M FEET, LOG SCALE).			
	1910	1909	1908	1907
Total	477,479	435,981	382,542	348,523
Domestic:				
Red gum	158,157	129,930	119,485	102,932
Yellow pine	40,324	48,143	42,342	32,450
Maple	39,471	35,444	27,886	28,175
Yellow poplar	33,812	28,826	22,898	28,764
Cottonwood	33,149	30,842	33,904	33,174
White oak	33,005	28,742	20,700	23,872
Birch	27,633	24,643	17,769	18,079
Tupelo	26,548	18,476	16,442	15,097
Elm	17,272	16,254	12,714	12,615
Basswood	11,003	13,715	11,609	13,561
Beech	10,550	9,950	8,515	4,367
Red oak	9,769	6,661	4,449	4,629
Spruce	6,271	4,111	5,413	6,060
Walnut	2,724	2,400	5,176	3,952
Sycamore	2,548	4,404	5,279	3,554
Ash	2,356	2,703	2,490	2,818
Douglas fir	2,006	1,111	333	90
Chestnut	1,736	1,577	1,138	400
All other	2,611	3,499	3,982	2,290
Imported:				
Mahogany	8,773	16,057	11,487	6,722
Spanish cedar	5,099	5,140	6,558	3,922
All other	2,662	3,353	1,973	1,000

The reported total quantity of timber of all species consumed during 1910 as veneer material was 477,479,000 feet, log scale, which was an increase of 41,498,000 feet, or 9.5 per cent, over 1909; of 94,937,000 feet, or 24.8 per cent, over 1908; and of 128,956,000 feet, or 37 per cent, over 1907. The development of the industry of veneer manufacture has been rapid. In fact, since 1905, when statistics concerning this subject were first separately collected, no branch of manufacture which utilizes logs or bolts as raw material has made such substantial progress, the total quantity of timber used in 1910 being 163.6 per cent larger than in 1905.

Expansion in the industry during recent years has been due in large part, of course, to the development of a distinctly different class of uses of veneers from those for which this stock was originally made. For many years veneers were cut exclusively from the cabinet woods, chiefly imported, and used as a covering for cheaper woods. In fact, the common use of the word "veneer" includes only material thus used as a covering for some other material. In the trade, however, the term is applied to woods cut very thin and not intended for covering, and it is such "veneers" that are increasing most rapidly. In 1910 more than forty species of timber, mostly domestic, were used as veneer material, and the major part of the output was consumed in the manufacture of baskets, packing boxes, berry crates, barrels, furniture, laminated lumber, etc.

Red gum was drawn upon as veneer material in 1910 to a greater extent than any other species, contributing about one-third of the total quantity consumed in the industry during that year. Yellow pine and maple followed in the order named and contributed 8.4 per cent and 8.3 per cent of the total consumption, respectively. Eight other kinds of wood, all of domestic growth, contributed more than 10,000,000 feet each to the total, and ranked in the following

order: Yellow poplar, cottonwood, white oak, birch, tupelo, elm, basswood, and beech. Of the high priced imported woods, mahogany was used in largest quantity, followed by Spanish cedar, Circassian walnut and English oak, in the order named, with relatively unimportant quantities of other species.

While the industry of veneer manufacture has become one of relatively wide geographic distribution, operations during the past year having been reported from thirty-four states, more than ninety-five per cent of the total quantity of timber consumed was reported from Arkansas, Missouri and the states east of the Mississippi river. Furthermore, nearly fifty-five per cent of the total quantity of timber used as veneer material in 1910 was consumed in Michigan, Indiana, Illinois, Arkansas, Missouri, Wisconsin, New York and Tennessee, ranking in the order named. A singular fact in connection with this practical centering of the industry is that, measured by the quantity of material used, the volume of operations in each of these eight leading states was substantially the same. Michigan reported the largest consumption, namely, 35,981,000 feet, log scale, and Tennessee, the smallest of the group, 27,665,000 feet, log scale, the totals for the other six states falling between these limits.

Annual Northwestern Association

The twenty-third annual meeting of the Northwestern Hardwood Lumbermen's Association was held at the Ryan hotel, St. Paul, on the afternoon of Tuesday, December 5, and was followed by a banquet in the evening. About twenty-five members of the association and visitors were present.

In his annual address President W. H. Sill paid a tribute to the late George H. Tennant. He recited that since the organization of the National Hardwood Lumber Association, the burdens of the Northwestern Hardwood Lumbermen's Association had been considerably lessened. He urged all members who are not members of the parent association that it would be to their interest to become allied with it. President Sill also complimented the president and secretary of the national organization for the good work they had done.

He further said: "Now that universal inspection is an accomplished fact, I believe the most important problem confronting us today is the securing of proper and honest railroad weights." The president reported the addition of five new members, making a total of twenty, who handle approximately 75,000,000 feet of lumber annually. He discussed the market conditions in the section of the country in which the association is interested, and said he believed northern woods had suffered to a considerable extent with the increase of the consumption of southern lumber, notably yellow pine. He said curly birch, one of the choicest of hardwoods, goes begging while a man building a house, say for three thousand dollars or over, uses softwood for birch when he could employ birch without any additional cost, and have something worth while.

Referring to the inroads that paper containers are making on the box business, he believed that this line of production had reached its zenith. He further recited that moulding manufacturers had to a large extent substituted gum, cottonwood and even pine for basswood, in consequence of which No. 1 common and better basswood is not selling as readily or bringing as high a price as it should. He further said that rock elm, "probably the hardest of all woods," is almost unsaleable, but both woods he insisted were sure to return to favor within a short time.

He further alleged that the relative consumption of hardwoods for 1910 ran, first, oak; second, gum; third, maple; fourth, poplar; fifth, chestnut; sixth, beech; seventh, birch; eighth, basswood, and ninth, elm, so unless northern jobbers handled a good proportion of southern woods they were handicapped in volume of business. He thought the political turmoil of the next year will have a halting effect on business. He suggested that one remedy for prosperity for members during the next year would be to exercise more care in buying on the principle that "a thing well bought is half sold,"

He stated he believed the losses and failures of consumers during

Following, Secretary Hayden read a brief report covering details of the work of the association during the past year.

A. H. Barnard of the membership committee reported applications for membership from the Twin City Hardwood Company and the Eddy Lumber Company, which were accepted.

The association went on record as being in sympathy with the attitude of the St. Louis lumbermen, based on the recent set of resolutions passed by that organization deprecating attacks on the lumber industry.

After this considerable routine business was transacted.

The election of officers followed, which resulted as follows:

PRESIDENT W. H. Sill, Minneapolis
VICE-PRESIDENT F. A. Nolan, St. Paul
SECRETARY J. F. Hayden, Minneapolis
TREASURER C. F. Osborne, Minneapolis
BOARD OF ARBITRATION: P. R. Hamilton, chairman, A. S. Bliss, W. C. Stanton, F. M. Bartelme, A. E. Peterson

At the banquet in the evening, Mayor H. E. Kellar of St. Paul was the guest of honor, and welcomed the members of the association, expressing his approval of business men in the same line of trade getting together.

O. O. Agler of Chicago explained the work of the National Hardwood Lumber Association, and Frank F. Fish, secretary of the same organization, went into further details along the same lines, saying that several individual members of the Northwestern association had been particularly valuable to the National organization, and made special reference to the work of D. F. Clark and A. H. Barnard.

Carriage and Wagon Materials

Census Director Durand has issued a preliminary statement based on the last census covering the carriage and wagon industry. The report involves a comparative statement between the business of 1904 and 1909. In this comparison the capital investment shows an increase between the periods named of fifteen per cent; the gross value of products, an increase of three per cent; cost of materials, an increase of six per cent; a twenty-one per cent increase in salaries, and an increase in primary horsepower of nineteen per cent.

The number of establishments decreased two per cent; the number of wage earners increased ten per cent; amount paid for wages increased two per cent; miscellaneous expense increased four per cent.

There were 5,492 manufacturing establishments in 1909 and 5,588 in 1904, a decrease of two per cent. The capital invested as reported in 1909 was $175,474,000, as compared with $152,345,000 invested in 1904.

The total value of products was $159,893,000 in 1909, and $155,869,000 in 1904, an increase of three per cent. The cost of materials employed was $81,951,000 in 1909 against $77,258,000 in 1904, an increase of six per cent.

The report indicates a growing decrease in the number of carriages manufactured during the period under consideration, this business being absorbed by the automobile industry. There is also a decrease in the number and value of sleighs and sleds having been made since 1909.

SHOULD NOT A BIG FOREIGN TRADE BE DEVELOPED?

American manufacturers in many lines have about concluded that in order to give to their business the stability and even volume which is essential to an enterprise of any considerable proportions, they must attend to the possibilities of the foreign field. The varying problems of export trade are being investigated in many lines, especially as it is realized that the home market has been in a way overworked, and that the plethoric business which was done in 1906 and 1907 can hardly be expected to be the usual order of things, but only the rare exception.

If there is any line which could profitably be sold abroad it is hardwood flooring. Some American manufacturers have been working this trade in a small way, but it is safe to say that the surface has hardly been scratched. A few cases now and then has constituted the extent of the trade, most of which has been handled through the big export houses, and which, therefore, has not been touched directly by the manufacturer. This business has been welcome enough, but it has been secured in such a way as not to give the flooring man an opportunity to develop it upon his own initiative.

A big flooring manufacturer was walking through his warehouse the other day with a representative of HARDWOOD RECORD. The warehouse, covering an area of nearly an acre, was piled high with flooring, high-grade, well-manufactured and carefully selected stock, which would have adorned any building in the world. The manufacturer had been answering some questions as to processes used in the mill and in the warehouse, and had listened to some warm expressions of admiration for the stock itself.

"Yes, it's good stuff," he admitted, without enthusiasm. "But, to tell the truth, I'd much rather have the $200,000 that this material is worth than to have the statement in the office that the flooring is out here in the warehouse."

Then he pointed to several big crates which were lying at the door of the building leading to the freight platform.

"That stuff," he said, "is destined for a South American port. Buenos Ayres and some of those other big cities below the equator are rich as Croesus, and are buying the finest products of American mills and factories. Automobiles, dress goods, jewelry, etc., are being sold there, and we are getting our finger in the pie to the extent of an occasional order for flooring. This particular shipment is not large, but it helps some, and we should be glad to have a lot more from the same place."

The remark made by this manufacturer, who, in the middle of rather dull domestic trade, sees the opportunities which would be offered by well developed foreign connections, suggests that it would pay American flooring interests to begin a careful investigation of the possibilities of foreign markets. No one manufacturer would perhaps be financially strong enough to make the necessarily detailed and careful inspection of the needs of the South American and European consuming markets, but several could combine to secure the data which all could use to advantage.

And the data would, as suggested, have to be exact, detailed and absolutely dependable in order to be of any value. The chief trouble heretofore has been that efforts have been made to make sales abroad without knowing the situation, without investigating the exact needs of the consumer and without understanding the kind of competition that is to be encountered.

For instance, it must be known just what thicknesses are in demand in the various markets. In England, according to reports which some flooring men have, 5/16-inch stock is the staple, and when prices are quoted and sales attempted there, this should be the standard in mind. It should also be remembered that there is to be expected competition with German and Austrian oak in England and Europe, and the prices which would be met in trying to get that trade should be considered and remembered in bidding for business.

The flooring manufacturer referred to said that he had discovered that one of the most important features consists in proper packing. His own goods, following detailed instructions, were carefully crated with strong oak strips, and the flooring proper was protected by burlap snugly wrapped and sewed. The package was so firmly put together that it would have taken a lot of bumping to break it, and that is the thing to be remembered in making foreign shipments.

The daily consular reports issued by the government at Washington occasionally suggest business opportunities, and anyone interested in the question of getting business abroad would do well to ask his name be placed on the mailing list. The consular service will also be glad to furnish additional information bearing upon trade conditions abroad. These should not be depended upon absolutely, but simply used as a general guide. While brokers in the different seaports of Germany and other European countries can be resorted to as a means of selling flooring, the situation should be sufficiently investigated to enable the manufacturer to have a definite view of conditions before he ships his product.

One thing to be strongly emphasized is that the manufacturer who goes after foreign business should be willing to give it permanent and careful attention. The trade which is to be used simply as a filler-in for dull seasons here is not likely to come back after orders have been held up in order to take care of trade nearer home. But as a fair share of the business of a large manufacturer should be in other countries, so as to make him largely independent of the fluctuations of business in the United States, so should he be prepared at all times to take care of the wants of his customers over-sea.

CHANGE IN OAK FLOORING GRADE TERMS

There has been a change in the nomenclature of oak flooring, but no radical change in grades. These changes have been made to clarify the meaning of the various terms in the minds of users. In the future there are two quarter-sawed grades. In place of being known as clear and sappy clear, they will be known as quarter-sawed A grade and quarter-sawed sap clear grade. In plain sawed stock the term clear gives place to "A" grade; select to "B" grade; No. 1 common to "common," and the term "factory" grade will remain unchanged.

Specifically the grades are recited as follows:

Quarter Sawed

"A" Grade (Clear).—Shall have one face practically free of defects, except as to an inch of bright sap; the question of color shall not be considered. Lengths in this grade to be 2 to 16 feet, not to exceed 10% under 4 feet.

Sap Clear (Sappy Clear).—Shall have one face practically free of defects, but will admit unlimited bright sap. The question of color shall not be considered. Lengths in this grade to be 1 to 16 feet.

Plain Sawed

"A" Grade (Clear).—Shall have one face practically free of defects, except as to an inch of bright sap; the question of color shall not be considered. Lengths in this grade to be 2 to 16 feet, not to exceed 10% under 4 feet.

"B" Grade (Select).—May contain bright sap and will admit pin worm holes, slight imperfections in dressing; or a small tight knot, not to exceed 1 to every 3 feet in length; lengths to be 1 to 16 feet.

Common (No. 1 Common).—Shall be of such nature as will make and lay a sound floor without cutting. Lengths 1 to 16 feet.

Factory.—May contain every character of defects, but will lay a serviceable floor with some cutting. Lengths 1 to 16 feet.

The specific uses to which the different grades are best employed are recited below:

"A" Grade Quarter Sawed.—High class residences, hotels, apartment houses and club houses.

Sap Clear Quartered.—An economical substitute where a dark finish is desired. This grade is equally as durable a floor as the clear grade.

"A" Grade Plain Sawed.—High class residences, hotels, apartment houses, churches and club houses.

"B" Grade Plain Sawed.—Medium priced residences, hotels and apartment. Schools, office buildings and stores.

Common.—Cheap dwelling, tenements, stores, high class factories and manufacturers' buildings.

Factory.—Warehouses, factories and cheap tenements.

The standard thicknesses in the future are reduced to 13/16ths and 3/8ths, and the standard widths of the former will be 1½", 2" and 2¼" face, and in the latter 1½" and 2" face. All stock will be tongued and grooved and end-matched.



The Handle Trade



BROOM HANDLE TRADE CONDITIONS

During the past month the sales of broom handles have exceeded the same period of last year and indications are that trade will continue to be good during the rest of this year. One of the best features of the trade has been the stiffening up of prices all along the line. This is caused partly by the so-called lumber trust, holding up and advancing prices, but most of it is caused by the independent and smaller manufacturers trying to find out just what their handles cost them. As soon as they can figure out the exact cost of making a thousand handles, they will undoubtedly advance their prices. It is hoped that in another year a reasonable profit will be realized on all grades of handles.

MAPLE LUMBER AND ITS LOADING

Maple lumber is getting harder to secure every year and it will be but a few years until it will all be gone. Some manufacturers use very poor judgment in handling and shipping their lumber. One concern recently received several cars of lumber that probably was dry when ready to load, but had been loaded during a snowstorm, or had been dragged over a snow pile, and the lumber was all wet from the melted snow. Another car was received that did not have any doors on it, and the ends of the lumber at the doors were water soaked from the rains that it had met in its travels. There is no excuse for this kind of work, and it is hard to understand why a large lumber concern will spoil such good lumber, or at the very least add to the charges by such careless handling. Some lumber firms exercise much care in loading the cars so that they can be unloaded quickly, while others seem to try to load them so that they will be very hard to unload. One concern always loads in both ends of the bottom of the car twelve or fifteen courses of lumber so that the ends will overlap each other, and then piles the rest in very nicely. The top comes out very nicely, but both ends of the bottom have to be unloaded at once, which takes about twice as long as it would if the ends of the lumber were even instead of overlapped. The lumber at the bottom of a car is the hardest to get out, and if the lumber companies would load them straight up from the bottom and leave the gangway open, it would facilitate the matter of unloading to a great extent.

TROUBLE WITH LATHES

Sometimes after a lathe has been run for several years it seems almost impossible to get the handles as they should be. They will be rough and "washboards" as it is often termed, and yet seem to be tight in the bushing. One concern that had been having this trouble for some time thought that the bearings were loose and had them rebabbitted, but still rough handles were turned out. After trying the expansion head and the knives, and experimenting for some time, it finally discovered that while a handle would be tight in the back part of the bushing, it would be loose at the front end and at the head. The handles being run tight in the head and bushing had worn both of them up to the finishing knife until they were a good sixty-fourth of an inch larger than the size necessary. Beyond the knife there was no sign of wear. Thus if the handles were turned tight enough to fit the head, they would not go through the back end of the bushing, and if they fit this part tightly, then they would be loose in the head and front end. The only remedy was [illegible] for all the lathes.

KEEPING BELTS CLEAN

A broom handle plant is a dusty place and one that is very hard on belts. In some factories, where leather belts are used almost exclusively, it is found that belt dressing must be applied almost continually. During the cold weather this becomes quite an item of expense, as five pounds or more will be used each week. One company writes in that it is trying an experiment on some of its belts and thinks it will work out fine. It is boxing in some of the belts, especially around the rip saw where they get the most dirt, and around the sander. By this it hopes to be able to keep these belts clean, thus reducing the amount of dressing to be used.

FIGURING COST

Every car of lumber that comes into the factory should be worked separately and every bit of expense should be charged to it, and enough percentage of the cost of lumber and manufacturing added to this to cover the overhead cost. Then the value of everything saleable should be kept, and when the car is completed and ready to ship, a statement is had that will show just what this car has done. Many firms do not do this, but strike a trial balance at the end of every three months or at the end of the year. This, of course, shows them just what they have made or lost during this time, but it does not show where this loss or gain was. As far as they know every car made a loss or a profit, or some went one way and some the other. Now, I don't believe that this is right. We buy lumber from a number of different firms—in fact, wherever we can get it—and I want to know just what each car is worth to us, so I use the system above, and while in some respects there is a good deal of trouble connected with it, yet I find that in the long run it pays and pays big. I have known firms that would ship in a dozen cars that were all right and then slip in several that, while they looked and seemed graded all right, were a little under size and so close to the mark that they did not show a profit. Then again, after receiving a number of cars that were good, the inspector would get careless, supposing that they were all the same, and so would give them a chance to slip one over on us.

This system of cost accounting is a help when making up an order of special handles, as it shows just what profit or loss is made on them. In working out this system, I do not keep any account of the waste and culls, as it sometimes is impossible to keep track of them. We can't work them as fast as they accumulate, but have to let them pile up on us, and then work them up into dimension stock, or the cull handles and blanks into toy handles or small turnings. This kind of stock sells at so low a price that we figure on a profit only on the labor in getting them out, and so keep a separate account on them. This waste is one of the hardest things a handle man has to deal with. It is almost impossible to get a mill that will cut the lumber the proper lengths. We estimate, and I don't think that we are far off, that at least twenty-five per cent of all the lumber that we get in goes out in waste at the cutoff saw, the rip saw, lathes and the inspection rack. This is what makes the cost of producing broom handles so high, and is one of the things that some firms do not consider. If we have lumber of the proper thickness and correct lengths, we can cut close to three thousand broom handle blanks from a thousand feet board measure, but the way it usually comes, in all lengths from six feet to twenty, it does not average two thousand blanks. Wide boards will run a good many more blanks than the narrow ones with less waste, so the high-grade lumber is the best for our use.

H. B. ALEXANDER.

Exports and Imports of Aeroplanes and Automobiles

Aeroplanes and automobiles are becoming a factor of international commerce. The government records show that $50,000 worth of aeroplanes were imported into this country and exported during July, August and September of this year.

During the first nine months of the year 670 automobiles, valued at $1,450,222, were imported into the United States, as against 809, with a value of $1,623,140, in the corresponding months of 1910. Various types of automobiles are still being imported from France, Germany, the United Kingdom and Italy. During the same period of 1911, the United States exported 11,244 automobiles, having a value of $11,565,034, against 6,472, with a value of $8,874,066, in a like period of 1910.

The country's largest buyer of automobiles is Canada, although a considerable number go to the United Kingdom, France and other European countries. Some shipments are also made to Mexico, the West Indies and various countries of South America, Asia, Oceania and Africa.

Tales of the Trade

GOT EVEN

A St. Louis lumberman is appreciative enough of a joke on himself to recite it even if it were an expensive luxury. One of his inspectors was sent to a little local station down on the Iron Mountain some months ago to take up a quantity of cypress lumber. The inspector was warned that the millman was a pretty hard proposition to do business with, and was especially cautioned not to get done up in the transaction. The inspector apparently followed instructions and loaded out a dozen or more cars of lumber which was dry, and shipped it to St. Louis. When the freight bills came in they showed an average overweight of fully 2,000 pounds to the thousand feet, and the consignee presented a claim and his evidence to the railroad for a rebate. In due course the railroad's claim agent reported that there was nothing wrong with the weights, as he had evidence that the stock was not dry, as represented, but dead green.

The St. Louis man appealed to the millman for evidence of the condition of the stock to enable him to press his claim for overcharge against the railroad. In the meantime, he discovered that the lumberman was also the local agent for the railroad company. All the satisfaction he got out of him was expressed in a brief note:

"I figgur that the dam thief you sent down to my place to tak up my lumber stol 13,000 feet off of me. I reckon you'll find the weights on these cars jus about balances up."

The buyer acknowledges that the weights did just about "balance up."

STEALING A SAWMILL

The Adams County Record reports that one John Willis, a prominent captain of industry of Buena Vista, Ohio, recently stole a whole sawmill, and somehow got away with it. It is believed to be the first time in history that such a feat has ever been performed by an individual, although the Adams County Record insists that the lumber trust is said to have made quite a record in similar accomplishments, and states that the judiciary seems to have absentmindedly labored under the impression that it was dealing with a great corporate interest in allowing Mr. Willis to enter a plea of guilty to petty larceny.

Mr. Willis of Adams county should also have the added distinction of probably being the most thoroughly crazy man in lumber history, as it is a cinch that any man who even buys a sawmill surrounds himself with a lot of grief, and when he goes so far as to steal one he is multiplying his troubles.

A HAPPY COLLECTION EXPEDIENT

It is well known that members of several lumber associations are frequently asked by their secretaries to communicate a history of their commercial experiences with sundry lumber buyers. This information is also often asked for by lumber commercial reporting agencies.

One astute wholesaler in referring to this system of collecting information about buyers says that he has found it of excellent use in making collections from slow-paying customers. When he gets an inquiry of this sort, and finds that it refers to one of his clients that is badly in arrears in his settlements, he makes a circumstantial record of the dates of the individual purchases, the dates of the payments, and winds up by stating that he purchased one or more carloads of lumber on a specific date, and that the account is now thirty to sixty days past due, etc.; that the man is a very nice fellow, but he is notoriously slow in his settlements, etc., etc.

Before forwarding this report to the lumber association or commercial agency, he sends his carbon to the man about whom the report is being made, and advises him that such-and-such an agency or such-and-such an association has asked for this information, but before forwarding it to the inquirer, he would like to know if there is any statement made therein which is unwarranted by the facts; that he does not want to injure the customer in anywise or to make any false report about his method of doing business, etc.

The jobber says that these letters always have a good effect, and that the customer invariably comes back with a check in full, accompanied by an urgent request that the report be amended to state that while he is a customer of the jobber in question, that he does not owe him a dollar.

This is a scheme worth working on a lot of lumber buyers, especially at the present time.

"THE WOOD ETERNAL"

Current cypress magazine exploitation, copy for which is supplied by a professional publicity promoter, is reminiscent of an old California story.

An over-zealous timber salesman was attempting to interest a buyer in a tract of redwood timber. He argued on the wonderful fire-resisting qualities of the wood, and said it was impossible to burn a house built of redwood. He offered in evidence of this the fact that San Francisco was built largely of redwood, and that its fire loss was very low by the very reason of the non-inflammable and fire-resisting qualities of this marvelous wood.

"Then," continued the timber salesman, "after you get your saw timber off of this tract, look at the immense quantity of limbs and low-grade timber that will be left in the woods. You will get a very handsome profit by converting this offal into fire-wood, because redwood makes the best fire-wood in the known world."

Just as a suggestion to the cypress advertisers, it might be wise to append to the statements that it is "the wood eternal," and "defies all rot influence," that if anyone can use a few million feet odd lots of pecky cypress, they know places where it can be secured at reasonable prices.

The Mail Bag

B 130—Seeks Birch Dimension

Chicago, Dec. 2, Editor HARDWOOD RECORD: We are in the market for several cars of clear birch dimension stock. If you know of any one that manufactures stock of this character, we would be much obliged if you would furnish us with their names and addresses.

——— FURNITURE COMPANY.

The foregoing letter is from a leading Chicago furniture manufacturing institution, and it has been supplied with HARDWOOD RECORD'S present list of birch dimension manufacturers. Any others who would like to communicate with this buyer on the subject in question can have the address by writing and referring to B 130.—EDITOR.

B 131—Further Discussion of Log Cut in Memphis

Memphis, Tenn., Dec. 1, Editor HARDWOOD RECORD: We have read with a good deal of interest your article under the heading of "Log Cost at Memphis" that appeared in a recent issue of your good paper, and also your more recent article under the heading of "Hardwood Cost and Supply at Memphis." The trouble with saw-milling in Memphis is that a large number of the operators are inexperienced men from the North. We do not mean inexperienced in the operation of sawmills, but inexperienced as to the quality of southern timber. We do not believe that out of the twenty-nine mills in Memphis there are over five that are making any money. These five mills are operated by people who bought timber years ago. I know of one concern which, at the present time, is cutting on land that cost it $4 an acre ten years ago. This same land could now be sold at from $30 to $35 an acre. When this concern figures what its timber is worth on the open market, it surely cannot show very much profit in the manufacture of its hardwood logs into lumber at the present range of prices.

A good many operators agree that Memphis sawmill men have been paying too much money for logs, and we believe that your calling attention to this matter has been a good thing. A sawmill man will read a criticism in a trade paper, and take it with much better grace than if he were told the same facts by a competitor who absolutely knows that the

operator is losing money every day. However, we feel that about the only way that logs will be brought down to a reasonable figure in the Memphis market will be by eliminating the weak operators.

The foregoing is the gist of a letter from a foremost and very successful Memphis hardwood lumber institution, and simply verifies the analysis presented by HARDWOOD RECORD on this subject several weeks ago. EDITOR.

B 132—European Beech

New York, Nov. 28. Editor HARDWOOD RECORD: We take the liberty of recurring to the matter of American and Continental beech under Mail Bag heading B 128 of HARDWOOD RECORD of Nov. 25. Dr. Schenck states that everywhere in Europe the entire beech log is worked into lumber "sap and heart alike." This is an obvious mistake, as the largest beech production is to be found in Austro-Hungary, where no heart-wood is tolerated in the lumber. Also all the strips for bending purposes must be cut exclusively from the sapwood, as it is impossible to bend the heartwood, as this wood is in a state of incipient decay. I. HIRZ.

B 133—Flooring Material Made from Sawdust as a Base

The editor of HARDWOOD RECORD recently asked Dr. C. A. Schenck, director of the Biltmore Forest School, now in winter quarters at Darmstadt, Germany, to look up and report on the method of manufacture and formulas employed in the production of flooring and kindred materials made in Hamburg from sawdust and wood waste, as recounted in a recent consular report. Dr. Schenck's reply is as follows:

Darmstadt, Germany, Nov. 17. Editor HARDWOOD RECORD: I have written for information on this subject to the one source of general information in this line, Prof. Wislecenus at Tharandt. Just as soon as I hear from him, you will get all the knowledge which can be accumulated.

You know that I am very eager to serve you, but I am somewhat afraid that American manufacturers lay more stress on these Germany inventions than they actually deserve. Some of the finest uses for wood in lieu of iron I have seen in the United States and not in Germany.

Further on in this letter, but not apropos to the subject in hand, Dr. Schenck writes:

What is known in America as English white oak of the highest grade is not produced in England any more than English walnut is produced in England. English oak of the highest grade comes from Spessart. The Spessart oak is particularly even in color; particularly homogeneous in grain; particularly straight in [illegible] the pieces drop apart instead of being split apart when they are hit with the axe. When I visited this range of growth [illegible] grades of logs were selling standing in the woods at $100 a thousand feet. At this time the highest average price obtained for the timber is $180 a thousand [illegible] highest price is [illegible] mighty good [illegible] standing [illegible]

[illegible]

[illegible] loaded with acorns and some of the acorns were [illegible]

mast year,' to use an old-fashioned term; a mast year better than any which the last decades of forestry have witnessed. You should have seen the eagerness with which the foresters took advantage of it, planting many hundreds of acres of land in acorns to the tune of twelve bushels to the acre, so as to supply the future with the needed oak timber. The future! Imagine: to produce a decent oak log 300 years are required. It takes some courage, indeed, even if oak stumpage is worth $600 a thousand to look ahead for 300 years. Naturally the phenomenal price of oak hereabouts is explained by its relative scarcity. Maybe the few fellows in America still owning prime white oak stumpage will be wise to hold onto it. Perhaps, too, the best method of lumbering is not to lumber at all. Woe, however, to the economic tyrant who would retain the stumpage uncut for a number of years; whose unearthed profits are taken from the pockets of the poor consumers, who would do Rockefeller one better!

"The attitude of the Germans with reference to a timber trust differs very much from the attitude of the Americans. The entire system of forestry in Germany is indeed based on the existence of a stumpage trust, the owners of timber agreeing to cut no more per annum than the forest reproduces by actual growth. If I were to cut no more in the glorious state of North Carolina than the quantity which the forest produces, I should go to the state penitentiary in a capacity other than that of a watchman. There will be no conservative forestry on private lands, unless it be backed by a trust. There would be no harm whatsoever if the states owning timber land and the federation owning two-fifths of the timber land in the United States were partners to such a trust.

Apropos to the observation of this most eminent forester, the editor of HARDWOOD RECORD would again call the attention of lumber producers and consumers alike to the decadence of oak production in the United States. The government statisticians allege that there were 4,414,000,000 feet of oak produced in this country in 1909, and the recent preliminary census reports state that the 1910 cut amounted to 3,522,098,000 feet. It is safe to assume that the oak cut of this country for 1911 will not exceed 3,000,000,000 feet, i. e., a diminution in oak lumber output in two years of fifty per cent. This diminished oak output can only slightly be traced to diminished demand. The diminution in production is largely based on the extinction of oak-producing areas, and still car oak is going begging in the Chicago market at from $25 to $30 a thousand. EDITOR.

B 134—Suspicious of Log Run

Cincinnati, O., Dec. 1.—Editor HARDWOOD RECORD: We are just in receipt of a letter from a Chicago buyer to whom we have been trying to sell some log run lumber, which it occurs to us is rather pertinent to log run sales. He says that our proposition reminds him of the story of the darkey negotiating for the purchase of a coop of chickens.

Mr. Darkey: "How many ole roosters and hens dar won't lay in dat coop, mister?"

"Don't know; you'll have to guess by the size of the coop."

He concludes by observing: "You can't sell me any log run stock without a guarantee of percentage of grades."

LUMBER COMPANY.

B 135—Thinks of Offering a Prize to Lumber Inspectors

Memphis, Tenn., Dec. 2.—Editor HARDWOOD RECORD: Do you not think it would be a good plan to offer a series of prizes to attempt to secure more uniform work by professional lumber inspectors? Suppose a free-for-all prize of fifty dollars were offered, and divided into a first prize of twenty-five dollars, a second prize of fifteen dollars, and a third prize of ten dollars, to inspectors who would measure a car of 4/4 log run oak, tally in grades three times over and come closest to himself each time. If I could get a reasonable number of entries for this contest, and would be assured of full publicity of the results, I think I would be inclined to spend the fifty dollars for the sake of demonstrating to more than one lumber association that lumber inspection as conducted at the present time does not amount to anything more than a good guess.

B 136—Advantages of Dimension Production

Columbus, O., Dec. 4.—Editor HARDWOOD RECORD: If there is any one thing that a sawmill man needs today it is a trade in furniture dimension stock, so that he may work up his low-grade lumber and slabs into what clear material there is in it, and quit shipping knots and refuse half way across the country on a hundred-dollar-a-car freight, and then have the furniture factory make it up into case goods and chairs and ship it back to the same district with a return freight of one hundred dollars or more per car, and a proportionate increase of cost to the consumer all the way around.

What is needed is the establishment of a price for clear hardwood lumber dimension that is worthy of manufacturers' attention. Because a few sawmill people don't know how to get the value out of their dimension stock, and present it to furniture factories at about the price of No. 1 common (that shows a waste of 33⅓ per cent by manufacturing process), there is no reason why sawmill men should not wake up to the possibility that furniture people will pay them the full price of firsts and seconds for high-class dimension stock.

LUMBER COMPANY.

B 137—Longevity of Wood

Baltimore, Md., Nov. 22.—Editor HARDWOOD RECORD: If a person wished to build a house that would last as long as possible, the length of service being the only thing considered, what wood should he use? K. L. MCKINSEY.

The following reply has been sent in response to the above inquiry:

In building a house a good many things are to be considered besides the longevity of the wood contained therein, and no matter how extravagantly the house might be built, the cost would have to be considered.

You can grasp a general idea of the subject covering the paucity of definite information about American woods, from the enclosed clipping from an editorial in HARDWOOD RECORD under date of October 25, and you also can get a fair knowledge of the longevity of poplar lumber, which probably has no superior for length of life, from a perusal of the enclosed reprint entitled "A Polemic on Poplar."

Cypress is the wood very much touted in magazine advertising at the present time as having remarkable qualities of longevity, the genius writing this copy even alleging that it is "the wood eternal," and is "not subject to rot influence." This is all bosh. Under certain conditions cypress wood will last for many years. On the other hand, I have seen it in places where it disintegrated in three years.

Had this poplar barn built in 1842 been placed on a high and dry foundation, and then painted two or three times since, it is fair to assume that the structure would have withstood decay for centuries.

There is this feature about wood: Any variety will last longer in the habitat of growth than it will when removed from that location. Cypress will last longer in Louisiana than it will in Minnesota, and very likely poplar will withstand atmospheric conditions longer in Ohio or Indiana than it would in Texas.

Some years ago a consignment of railroad cars was made to a Cuban railroad, and the insects of that tropical region ate them in a year. The local wood of which Cuban cars are now built will withstand the ravages of the insect pests.

It is possible that some obscure and limited growth has wonderful qualities of withstanding time, but it is doubtful. Any wood of substantial growth that is thoroughly protected from the weather will last for an indefinite period. Likewise any wood of a similar character that is submerged in water, and not subject to the attack of teredo, will last for untold years. What destroys wood is alternate dryness and dampness, as is witnessed in the rapid disintegration of even the finest character of railroad ties.—EDITOR.

B 138—Seeks Ironwood Lumber

FORT WAYNE, IND., Nov. 2.—EDITOR HARDWOOD RECORD: We have a customer who asks us to supply him with hornbeam or ironwood lumber. Do you know of any source of supply for this material?

COMPANY.

The above letter is from a prominent hardwood manufacturing house, and has been advised that HARDWOOD RECORD is not familiar with any source of ironwood lumber supply, as it very rarely grows to saw timber size, and most of it is taken out of the woods in the form of poles and utilized for logging sleighs, tongues for big wheels and for woods operators' and farmers' use. If there are in Michigan or Wisconsin, in which section this wood grows in its greatest profusion, any manufacturers of ironwood lumber, or anyone who knows where it can be produced, the editor will be glad to have the information, so that he can communicate it to the Fort Wayne correspondent.—EDITOR.

News Miscellany

Annual Banquet Memphis Lumbermen

The annual banquet of the Lumbermen's Club of Memphis, given at the Hotel Gayoso Nov. 25, proved one of the most enjoyable functions in the history of that organization. It has been customary to give this banquet in the spring, but it was postponed this year on account of the entertaining done by the club in behalf of the delegates to the National Box Manufacturers' Association and the National Hardwood Lumber Association. The big dining room in the Hotel Gayoso was beautifully decorated for the occasion and delightful music was furnished by one of the leading bands. Covers were laid for about 200 guests. The club invited the wives, daughters and sweethearts of the lumbermen to attend the banquet last year and this proved such a happy innovation that it was again adopted. The ladies were present in number and added very much to the enjoyment of the occasion.

The entertainment committee had prepared a splendid program for the evening. There was an almost complete absence of speech making. On the other hand a number of artists had been secured to render songs and sketches. Some of these were local talent while others were obtained from vaudeville circles.

James E. Stark, president, acted as toastmaster and introduced Col. W. R. Barksdale, who spoke to the toast "The Ladies." He was in fine fettle and delighted his hearers with his humorous and witty remarks at the expense of some of the most prominent members of the organization.

One of the prominent guests of the evening was Col. T. G. Cobbett of Cobbett & Co. London. He was called upon for remarks but said nothing beyond expressing his very keen appreciation of the courtesy shown to him, by the invitation to be present, not only as an individual but also as a representative of the lumber fraternity of England.

Annual Baltimore Lumber Exchange

The annual meeting of the Baltimore Lumber Exchange was held at the Merchants' Club Dec. 4, and brought together a large assemblage of members, who listened attentively to the reading of the yearly reports, which proved to be most encouraging, and fraternized before and after the business session as well as at the banquet in a way to suggest that their mutual relations will be better than ever. John L. Alcock, the retiring president, occupied the chair until after the election of officers, when he gave way to Theodore Mottu of Theo. Mottu & Co., who is widely known in the trade and very popular.

Retiring President John L. Alcock reviewed the operations of the exchange in a general way, calling attention to some of the results accomplished and thanking the exchange for its support and co-operation during the past year. Mr. Alcock discussed the lumber thefts that made necessary the adoption of vigorous measures to stop the depredations, and pointed to the effectiveness of the inspection bureau. In conclusion he mentioned the encouraging business prospects and expressed confidence that the exchange would continue to prosper and grow in usefulness.

Secretary J. H. Manken and George B. Hunting, the retiring treasurer, submitted reports, the former stating that the activities of the exchange had expanded and giving a resume of the exports during the past year. Mr. Hunting reported the finances of the exchange to be in good shape, with all accounts paid and money in bank.

Ridgaway Merryman, as chairman of the inspection committee, submitted the report of Chief Inspector J. G. Creamer, showing that the quantity of lumber inspected last year exceeded 80,000,000 feet, which is ahead of the previous year. In this connection it is to be pointed out that only a small part of the lumber dealt in here is inspected by the exchange inspectors. Thus the inspections of gum were stated to total upwards of 3,000,000 feet, while the one corporation alone handled more than that quantity. All the reports were highly encouraging and suggestive of improved business.

The election of officers resulted as follows:

President, Theodore Mottu.

Vice-President, Ridgaway Merryman.

Treasurer, Luther H. Gwaltney.

Managing Committee—W. M. Burgan, Lewis Pill, Parker D. Dix, E. P. Gill, Henry C. Matthews, John L. Alcock, Rufus K. Goodenow, Richard W. Price, George E. Waters, Joseph D. Virdin, Ridgaway Merryman and George B. Hunting.

After the business of the meeting had been disposed of, all present proceeded to the dining hall, where, as usual, a most tempting feast was served, the menu being followed by an entertainment.

Cincinnati Lumbermen's Club Meeting

A turkey dinner was the bait used to bring out a large number of the members to the regular December meeting, sixty-three members responding. The president called the meeting to order at 8 o'clock and Secretary Bolser read the minutes of the November meeting, which were approved.

The resignation of the Standard Lumber Company was presented, and, on motion, accepted.

A letter from T. J. Moffett was read, inclosing the resolutions adopted by the St. Louis Lumbermen's Club on the questions at present confronting the business interests of the country. The letter was ordered filed.

E. V. Jackson asked if there were any expressions received from parties interested in the decisions of the recent cases before the "Square Deal" arbitration committees and the secretary then read letters received from four companies, all of which expressed their satisfaction at the verdicts rendered.

B. F. Dulweber called attention to the meeting of the Hardwood Manufacturers' Association of the United States in this city on Jan. 30-31, 1912, and moved that a committee be appointed to furnish entertainment, and that it be left in the hands of that committee to decide just what it thought best. This was unanimously adopted and the chair appointed the regular entertainment committee, consisting of Joe Bolser, chairman; Geo. Littleford, J. Watt Graham, E. J. Thoman and George W. Hand, as such committee.

The resignation of E. E. Williamson, commissioner of the Receivers' & Shippers' Association was called to the attention of the club, and it was decided to appoint a committee to draft suitable resolutions regretting the loss of the services of Mr. Williamson to the shippers of Cincinnati, which had been of inestimable value, not only to all classes of business, but of especial value to the lumbermen of Cincinnati.

The chair appointed the river and rail committee, consisting of B. F. Dulweber, chairman; C. F. Korn, H. K. Mead, G. M. Clark and C. Crane.

The chairman of the river and rail committee called attention to what is generally known as the "southern rate cases" which have been before the shippers for some time. He showed that the lumbermen were vitally interested, as citizens of Cincinnati, in the discrimination against Cincinnati in favor of southern cities by the lessees of its own road, and proved by the published rates on merchandise his contention. This brought out a general discussion, which resulted in a motion to appoint a committee to draft resolutions protesting to the trustees of the Southern railroad against this discrimination against Cincinnati by the lessees. The motion was adopted and President Richie referred the matter to the river and rail committee to report the resolutions.

The meeting then adjourned.

Activities of E. B. Norman & Co.

E. B. Norman & Co., Louisville, Ky., recently closed a deal for 28,000 acres of valuable timber lands in Louisiana. The company has prepared plans for the erection of a big double band mill on the property and has gotten the plant under way, with the prospect of its being completed and ready for business by Mar. 1, 1912. The mill is being erected near Holly Ridge, La., and will have a daily capacity of 70,000 feet of lumber. It will be one of the most modern sawmills in the South. The structure is to be made largely of concrete, with concrete foundations and floors. Concrete pilings are to be provided in the yard of the plant upon which lumber may be stacked. It is estimated that the plant will cost not less than $50,000.

J. P. Coglan, who has been connected with E. B. Norman & Co., in the capacity of log buyer for a considerable period, will be in charge of the new operation, and is now superintending the erection of the plant. A [illegible] equipment will be a feature of the plant, this being used for the treatment of gum. The chief stock to be manufactured will be oak and gum.

A New Lumber Company

With the incorporation on Nov. 28 of the Johns-Mowbray-Nelson Company, capitalized at $30,000, not only a new company enters the hardwood field at Cincinnati, but one composed entirely of young and enterprising hustlers. The company is incorporated for the purpose of manufacturing and wholesaling all kinds of southern hardwoods, though for the present it will carry on only a wholesale business. Its offices are located at 310 Provident Bank building.

Walter E. Johns, president of the new company, was formerly secretary of the W. H. Perry Lumber Company, Cincinnati, and later sales manager of the Wood-Mosaic Company of New Albany, Ind. Albert W. Mowbray, vice-president, has had nine years' experience in the hardwood business, being connected with Mowbray & Robinson and the Hardwood Lumber Company, both of Cincinnati. Coleman C. Nelson, secretary, is an expert railroad and rate man, being for six years chief clerk to R. B. Bowman, agent of the Star Union line of the Pennsylvania System.

Mr. Nelson will look after the office end of the business, while Mr. Johns and Mr. Mowbray will do the buying for the company.



WALTER E. JOHNS, PRESIDENT JOHNS-MOWBRAY-NELSON COMPANY, CINCINNATI, O.

Developments in Battle for Open Shop Millwork Products at New York

The past fortnight has witnessed numerous developments in the great legal battle now going on in the federal court in New York City between the American Anti-Boycott Association, representing a large number of door and millwork houses throughout the country, against the United Brotherhood of Carpenters and Joiners, seeking to prevent the latter from interfering by strikes, boycott and other acts with the sale and installation of open shop millwork products on buildings in Greater New York. Hardwood Record has published previous chapters on these cases, and the following is the latest development of the fortnight in a great battle of widespread importance to the entire country.

In the first place the temporary injunction which was previously issued to the Paine Lumber Company et al, against the United Brotherhood of Carpenters and Joiners came up in court for decision as to whether the temporary injunction should be sustained, the court deciding favorably. That injunction is continued [illegible] pending the possible [illegible] ing the final hearing on the merits and facts of the case.

On the heels of this action of the court, the unions brought suit against the American Anti-Boycott Association claiming that it was practicing law in violation of the penal code and was conspiring to break up labor unions and by numerous acts endeavoring to hurt labor organizations. The American Anti-Boycott Association at once employed Hon. Charles E. Littlefield, former congressman of Maine, whom the labor unions tried so hard to defeat in his last political campaign, to defend its case. In the answer of the Anti-Boycott Association to the suit of the unions, it denied violation of the penal code, stating that the section referred to did not apply to it, that it was an association of mutual self defense, had a regular membership associated for mutual protection against a common cause and had no intention or desire to injure organized labor, but only to defend its members against illegal attacks. It also questions the constitutionality of the section of the penal code referred to.

This suit is not taken seriously, but simply as a combative measure of the unions which appear to be losing out on every step of the battle.

Concurrently with the two foregoing happenings, the Anti-Boycott Association also filed contempt proceedings against the union organizers and delegates, alleging violation of the Paine Lumber Company injunction and practically all of the defendants have been served, and the hearing on the contempt charges will come up in court next week. It is stated that the association has a strong case in the contempt proceedings.

There will also be a hearing before the court next week in the final step in the case of the Albro J. Newton Company, mill worker and lumber dealer of Brooklyn, against the Carpenters' Union. The Newton case is similar to that of the Paine Lumber Company, but it has further progressed. The court issued temporary injunction in the Newton case some six months ago, later sustained it, and the final trial of the facts of the case is now on and if the court decides favorably to the contentions of the Newton case it will be a sweeping victory in the entire matter and will really establish a precedent for a similar favorable decision in the Paine Lumber Company case when that finally comes to trial.

Another case is also on of a similar nature, namely, Louis Bossert & Son, large Brooklyn mill workers, vs. the Carpenters' Union, which has now reached the stage where the court has under consideration the sustaining of a temporary injunction issued two weeks ago in this case.

This is a battle royal involving large principles, and its progress and ultimate end will be awaited with great interest.

Emil Guenther Heads the Parade

Emil Guenther, the popular Philadelphia lumberman and dimension stock factor, and the easy-chair builder, who was very active in the recent Philadelphia municipal election, acted as chairman of all the German-American meetings during the campaign. By unanimous acclaim Mr. Guenther was made chief marshal of the German-American division of the big political parade held in the Quaker City on Dec. 2. It has not yet been reported whether Mr. Guenther rode a prancing steed at this function or not, but he certainly did lead his German-American friends into victory in a clean up of bad Philadelphia politics.

Operations of the Massee-Felton Lumber Company

The Massee-Felton Lumber Company of Macon, Ga., will commence the development of [illegible] acres of hardwood timber land in middle Georgia as soon as the two spur tracks, one running from the main line of the Southern railroad to the plant of Massee-Felton, and the other from Phillips' siding, on the Southern railroad, are completed.

As soon as the spur track is completed at Phillips' siding, a large logging camp will be established at that place and the actual work of hauling the lumber from the swamps to the new sawmill of the company located near the Massee-Felton plant, will be commenced. The company intends to haul the lumber from the swamps to Phillips' siding on the spur track, where it will be transferred to the main line of the Southern railway and be brought directly to the plant in Macon by means of the spur track from the main line of the Southern road to the plant.

Back in the Hardwood Game

H. C. Creith of H. C. Creith & Co., Columbus, O., who for years was prominently connected in various capacities with the sale of hardwood lumber, is again actively back in that end of the business. Of late this gentleman has been devoting considerable time to the pine trade, but recently made three excellent hardwood mill connections in the South, and is planning to push the sale of their products.



A. W. MOWBRAY, VICE PRESIDENT JOHNS-MOWBRAY-NELSON COMPANY, CINCINNATI, O.

Mr. Creith started in the hardwood business twenty-three years ago, and has been identified with several first-class companies, among which is the Yellow Poplar Lumber Company of Coal Grove, O., by which concern he was employed for ten years. He started on his own account in Columbus in 1905, handling at that time hardwoods entirely. In the course of time, however, he gradually drifted into the car stock business, and afterwards specialized in the yellow pine business. His recent connections, however, will require the bulk of his time, and will insure his remaining prominently connected with the hardwood business.

Mr. Creith's mills are located in West Virginia, Kentucky and Virginia. All three are modern band mills, run by first-class concerns, turning out an excellent line of various kinds of hardwood lumber in large quantities.

Furniture and Refrigerator Industry

A preliminary statement of the production of furniture and refrigerators during 1909, issued by the Census Bureau, shows there were 3,155 establishments engaged in this industry in 1909, and 2,593 in 1904, showing a recent increase of twenty-two per cent.

The capital invested during 1909 was $227,134,000, a gain of $68,148,000, or forty three per cent, over $158,986,000 in 1904.

The value of products was $239,886,000 in 1909 and $177,795,000 in 1904, an increase of $62,091,000, or thirty five per cent. The average per establishment was approximately $76,000 in 1909, and $69,000 in 1904.

The Dudley Lumber Company

The Dudley Lumber Company has filed articles of incorporation here. This firm has been in existence at Memphis for a number of years and has done quite a satisfactory business. It has, however, been simply the southern end of the Dudley Lumber Company of Grand Rapids, Mich., and has heretofore had no separate existence. It becomes a separate incorporation, however, under the present action, its capital stock being placed at $50,000. H. J. Dudley of Grand Rapids is president, L. DeWest Murrell is vice-president, and Charles B. Dudley is secretary and treasurer. The latter will be in active charge of the operations as has been the case heretofore. Mr. Murrell is in charge of the selling end of the business. He has had a wide experience in this line, having been connected for some time with the Steele & Hibbard Lumber Company of St. Louis and the S. C. Major Lumber Company of Memphis.

The firm will continue selling hardwood lumber at wholesale and will make a specialty of wide ash. A band mill is being erected at Neuhardt, Ark., which will have a daily capacity of about 30,000 feet, and in addition to this mill of its own, the company will take the output of several other mills in this territory.

Building Operations for November

Building statistics from forty-four representative building centers throughout the country as reported to and compiled by The American Contractor, Chicago, show a loss of 42 per cent for the month of November as compared with November, 1910, whereas the past eleven months show a loss of 2⅜ per cent as compared with the same months of the past year. Particulars will be found in the following tables:

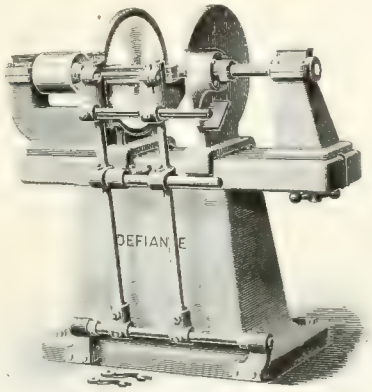
City	November, 1911. Cost.	November, 1910. Cost.	Per Cent Gn.	Per Cent Loss.
Atlanta	$ 416,508	$ 534,613		22
Baltimore	654,387	429,930	55	
Birmingham	791,806	211,269	274	
Buffalo	696,000	847,000		28
Cedar Rapids	208,000	207,000	1	
Chattanooga	48,880	67,834		27
Chicago	7,174,000	8,282,700		13
Cincinnati	574,990	489,780	13	
Cleveland	1,071,250	1,151,022		6
Columbus	241,979	306,500		21
Dallas	693,873	212,075	225	
Denver	421,300	403,635	4	
Detroit	1,376,675	1,474,885		6
Grand Rapids	251,023	126,635	82	
Hartford	367,044	215,595	70	
Indianapolis	247,970	546,642		54
Kansas City	645,767	1,463,465		55
Los Angeles	1,597,233	2,228,663		19
Manchester	115,197	84,650	36	
Memphis	499,411	475,315	5	
Milwaukee	994,267	853,765	16	
Minneapolis	659,740	785,005		15
Newark	898,964	696,525	29	
New Haven	504,247	489,670	3	
Manhattan	9,487,175	3,551,066	166	
Brooklyn	2,799,899	2,533,100	10	
Bronx	2,186,205	10,736,565		79
New York	14,473,279	16,820,731		13
Oakland	721,835	659,546	9	
Oklahoma City	85,120	346,820		75
Omaha	307,817	401,960		23
Paterson	119,024	154,095		22
Pittsburg	639,148	1,011,890		36
Portland, Ore	2,012,985	1,119,205	79	
Rochester	608,635	499,099	21	
St. Paul	780,650	764,108	2	
St. Louis	1,611,662	1,396,623	23	
Salt Lake City	666,400	209,900	217	
San Francisco	1,617,890	992,258	63	
Scranton	108,175	142,251		23
Spokane	167,265	180,745		7
Tacoma	122,697	157,425		22
Toledo	197,915	382,900		48
Wilkes Barre	76,986	164,145		53
Worcester	250,792	258,195		2
Total	$45,788,380	$48,146,669	4	4.5

Double Equalizing Machine

The accompanying illustration represents the new No. 6 Improved Double Equalizing Machine, manufactured by the Defiance Machine Works of Defiance, Ohio. It is designed for reducing spokes, handles and other blanks to exact lengths and prepare them for the turning lathe. The saws can be quickly adjusted to cut from 7-inch to 18-inch long and as heavy as 5½-inch thick. The saws are 16-inch diameter and fitted to a heavy ground steel spindle and are locked in position by a friction binder which prevents marring the shaft and enables the saws to be quickly set for different lengths of work. They are surrounded with safety guards to protect the operator and are adjustable on the frame of the machine with the saws. The saw arbor bearings are fitted with genuine babbitt metal, are extra long and self-lubricating.

The swinging carriage which supports the material to be equalized is hinged at the bottom of the frame upon a steel shaft extending the full width of the frame, making a substantial hinge joint entirely free from lateral motion, overcoming the liability of cramping the material between the saws. It is provided with a quick adjustment for different lengths of work.

Anyone desiring further information regarding this improved double equalizing machine is invited to write the Defiance Machine Works, Defiance, Ohio.



DEFIANCE NO. 6 IMPROVED DOUBLE EQUALIZER

Tight and Slack Cooperage Stock

The Department of Commerce and Labor has just issued a preliminary statement of the output of tight cooperage stock in the United States during 1907, 1908, 1909 and 1910. The number of establishments reporting in 1909 as engaged in the manufacture of either tight barrel staves or heading, or both, was 418, as against 533 in 1909, the exceptionally large number for 1909 being due to the fact that complete canvass was made by special agents, while for other years reports were secured by correspondence and some small mills failed to report.

The total annual production in the United States of tight barrel staves of all classes has not varied materially during the past four years, the report advises. It was largest in 1907, when the output was 385,232,000 pieces, and smallest in 1908, when a production of 345,280,000 pieces was recorded, the totals for 1909 and 1910 falling between these limits.

Although tight cooperage stock was manufactured in twenty-seven different states during 1910, the industry is practically confined to the hardwood region—the chief source of its raw material. In 1910 eighty-seven per cent of the total stave production was reported from Arkansas, Kentucky, Louisiana, Mississippi, Tennessee, West Virginia and Alabama, while 79.3 per cent of the heading output was produced in Arkansas, Tennessee, Kentucky, Mississippi, Louisiana and Missouri.

Unlike tight cooperage stock, which requires for its raw material the highest grade of timber, chiefly oak, slack cooperage stock is made from nearly every kind of wood utilized as lumber material in the United States, twenty-four species contributing to the output in 1910. Since 1906, when elm was used in largest quantity as slack barrel stave material, more of this class of stock has been cut from red gum than from any other kind of wood. The production of red-gum staves in 1910, while somewhat smaller than the output in the preceding year, nevertheless exceeded that of 1908 and was substantially larger than the output of 1907.

The number of establishments reporting as engaged during 1910 in the manufacture of slack cooperage stock in the United States was 1,298, as compared with 1,506 in 1909. The reported production of slack barrel staves during 1910 was 38.9 per cent less than the output in 1909.

In the manufacture of hoops, elm still led all other kinds of wood by a wide margin, supplying 95.7 per cent of the total in 1910.

Lumber Newspapers Consolidate

Belding Arthur Johnson and some associates have purchased the Lumber Review of Kansas City and the Lumber World of Chicago, and shortly after January 1 the two publications will be consolidated into one, and published at Chicago under the title of the Lumber World Review. Mr. Johnson has had long experience in the lumber newspaper field with the American Lumberman and other publications, has a large following in the industry, and should meet with a big measure of success in his new individual effort.

It is understood that L. E. Fuller, editor of the Lumber World, will be associated with the new paper, and that B. F. Cobb, former owner of the Lumber Review, will retire from the lumber newspaper business.

The offices of the Lumber World Review will be in the new Heisen building, Dearborn and Harrison streets.

Miscellaneous Notes

Chas. W. Kuehl recently entered the lumber trade at Detroit, Mich.

Halfpenny & Hamilton, Philadelphia, Pa., have been succeeded by John Halfpenny.

The Lawrence Land & Lumber Company of Alvon, W. Va., has gone out of business.

The Merrill Handle Works has recently begun the manufacture of handles at Merrill, Wis.

Briggs Bros. & Williams have recently begun the manufacture of wagon stock at Oak Grove, La.

The Otsego Chair Company of Otsego, Mich., has been succeeded by the Cadillac Chair Company.

The Lalor Wagon Company of Chicago Heights, Ill., has increased its capital stock from $20,000 to $30,000.

The Union Cypress Company of Melbourne, Fla., has been incorporated with a capital stock of $25,000.

The Wasmuth-Endicott Company recently began the manufacture of kitchen cabinets at Andrews, Ind.

The Cotton Belt Gin Lumber Company, Lufkin, Tex., has been incorporated with a capital stock of $10,000.

The Mills Lumber Company, New York City, N. Y., has been incorporated with a capital stock of $25,000.

The Atlanta Furniture Company, Atlanta, Ga., has been incorporated with an authorized capital stock of $50,000.

The Wood Veneer Company, Tacoma, Wash., has been incorporated with an authorized capital stock of $50,000.

The J. E. Donahue Lumber Company of South Bend, Ind., has increased its capital stock from $10,000 to $15,000.

The G. E. & H. J. Habich Company, Boston, Mass., has recently been incorporated to manufacture automobiles.

The Lycoming Timber & Lumber Company of Roxbury, Va., has been incorporated with a capital stock of $50,000.

The Woodwork Manufacturing Company, Milwaukee, Wis., has been incorporated with a capital stock of $15,000.

The Fisher Show Case Company of Grand Rapids, Mich., has been incorporated with a capital stock of $10,000.

The Gainesville Chair Company, Gainesville, Ga., has been incorporated with an authorized capital stock of $20,000.

The Hickory Chair Manufacturing Company, Hickory, N. C., has been incorporated with a capital stock of $27,800.

The National Lumber & Manufacturing Company, Newark, N. J., has been incorporated with a capital stock of $100,000.

The Stapp-Bass Lumber Company, Birmingham, Ala., has been incorporated with an authorized capital stock of $10,000.

The Randolph Wagon Works has changed its residence from Randolph, Dodge county, to Randolph, Columbia county, Wis.

The Horse Creek Lumber Company, Charleston, W. Va., has been incorporated with an authorized capital stock of $200,000.

The Anderson Valley Lumber & Spoke Company, St. Meinrad, Ind., has been incorporated with a capital stock of $7,000.

The Muskogee Furniture Manufacturing Company, Muskogee, Okla., has been incorporated with a capital stock of $50,000.

The L. E. Campbell Lumber Company is the style of a new concern which will wholesale hardwood lumber at Meridian, Miss.

The Cheek & Heyman Lumber Company, Saratoga, Tex., has been incorporated with an authorized capital stock of $40,000.

The H. H. Hitt Lumber Company, headquarters at Falkville, Ala., has been incorporated with a capital stock of $50,000.

The Olney Lumber & Manufacturing Company, manufacturer of hardwood lumber at Olney, Ill., has increased its capital stock from $10,000 to $20,000.

The Machirus & Peterson Company, Davenport, Ia., has been incorporated with an authorized capital stock of $10,000 and will manufacture furniture.

The Foster Lumber Company, Indianapolis, Ind., has been incorporated with a capital stock of $25,000 by C. C. Foster, R. S. Foster and George Miller.

The Clay Lumber Company, manufacturer of poplar and oak lumber, with offices at Charleston, W. Va., has moved its mill from Porters to Middle Fork, W. Va.

The American Lumber Company of Houston, Tex., has recently purchased property aggregating $7,100,000 and will begin operations at Orange in the near future.

Alger, Smith & Co., manufacturers and wholesalers of lumber, with headquarters at Detroit, Mich., and mills at Duluth, Minn., have increased their capital stock from $936,000 to $1,500,000.

Fire originating in the dry-kiln of the sawmill and stave factory owned by John H. Moeller, Mt. Vernon, Ind., Nov. 17, entailed a loss estimated at $20,000, partially covered by insurance.

The Sears Lumber, Coal & Development Company, Jackson, Ky., has been incorporated with a capital stock of $100,000. The incorporators are M. E. Gray, Max Lange, M. G. Jenkins and O. A. Sears.

The Manchac Lumber Company has been incorporated at Plaquemine, La., with a capital stock of $25,000. The principal part of the stock of the company is owned by Henry N. Sherburne, Frank B. Glynn and Ed C. Glynn.

Fire of unknown origin recently destroyed the spoke factory of John W. Little, Paducah, Ky., entailing a loss of $10,000, fully covered by insurance. The warehouse, containing a large amount of finished material, was saved. The plant will be rebuilt.

The Perry-Bradley Lumber Company has recently been incorporated at Dragonsville, Va., with a maximum capital stock of $25,000 and a minimum of $10,000. The incorporators are Vandalia Perry, president; Frank A. Perry, vice-president; Lyun Perry, secretary; all of Salisbury, Md., and Geo. O. Bradley, treasurer, Dragonsville, Va.

Hardwood News Notes

CHICAGO

O. A. Felger of the Felger Lumber & Timber Company, Grand Rapids, Mich., has been spending several weeks in the southern hardwood producing territory, and passed a day in Chicago last week on his way homeward.

Clarence Boyle of D. K. Jeffris & Co., Pullman building, has been engaged for some months in looking after railroad construction for the Concordia Lumber & Timber Company, near Natchez, Miss. Mr. Boyle reports that the new plant of the Concordia Lumber & Timber Company is a model one in every respect, and that the quality of this timber is excellent. This new manufacturing enterprise is financed by the same interests as the Chicago Car Lumber Company.

George B. Bodfish of San Francisco has just taken charge of the Chicago office of the John D. Mershon Lumber Company of Saginaw, Mich. The company's local office is at 1657 Monadnock building, and specializes in redwood and other Pacific coast lumber products.

Chas. A. Cook, until recently superintendent of the Hackley (Wis.) plant of the Hackley-Phelps-Bonnell Company, has engaged as sales representative for the Von Platen Lumber Company, Grand Mountain, Miss., and

Meyer & Best, Chicago, have succeeded to the wholesale business of the Meyer & Upon Lumber Company with a full paid up capital of $60,000. The same interests are involved. Robert Maisey is president and John H. Dion secretary and treasurer. The company's office and yards are located near Twenty-second and Loomis streets.

E. H. Klann, whose offices are in the Masonic Temple, and who is secretary of the Lumber Sales Managers' Association, announces the opening of a new department of this organization known as an Employment Bureau. The purpose of this bureau, by a method of interchange of information, is to look up the records of individuals seeking employment in the lumber trade. The names and employment sought by competent men will be listed with the members of the association, and for the present reports are being secured on sales managers, salesmen, buyers and inspectors. This information will be gathered and reports furnished to members interested free of charge.

Receipt is acknowledged by HARDWOOD RECORD from the Farley & Loetscher Manufacturing Company of Dubuque, Ia., of a large, very handsome and richly illustrated catalogue showing this company's very complete line of "everything in millwork." It is doubtless one of the best millwork catalogues ever issued.

RECORD is indebted to Chester F. Korn of the Farrin-Korn Lumber Company, Cincinnati, O., and president of the Winton Savings bank, for an invitation to be present at the formal opening of this banking institution's handsome new quarters, which occurred on Saturday, Dec. 2. Mr. Korn is to be congratulated on his success in steering a new Cincinnati suburban bank into a very prominent position in local banking history.

Among the distinguished hardwood lumbermen who have been visitors in Chicago during the past few days are W. W. Mitchell of Cadillac, Mich.; C. A. Bigelow, Bay City, Mich.; W. H. White, Boyne City, Mich.; G. von Platen, Grand Rapids, Mich.; Harry A. Batchelor of Nashville, Tenn.; W. D. Young, Bay City, Mich.; A. P. Steele, Sardis, Miss.

In last issue of HARDWOOD RECORD, through an error in reading the calendar, the date of the forthcoming annual meeting of the Lumber Sales Managers' Association read February 16 and 17, 1912. The by-laws of the organization provide that the first day's session of the annual meeting shall be held on the third Thursday of February, and hence the correct dates for the meeting are Thursday and Friday, February 15 and 16. The meeting will be held at the Auditorium Hotel, and promises to be an affair from which no lumber sales' manager can afford to absent himself.

NEW YORK

The Annual Banquet of the New York Lumber Trade Association has been set for Feb. 1, and already a large number of subscriptions have been received by the committee. The banquet this year will be held at Delmonicos and the committee is arranging a very interesting program, and a big time is expected.

The Board of Governors of the Lumbermen's Club of New York held a meeting last week at which plans were mapped out for the final closing of new club quarters. The house committee was instructed to go ahead as fast as possible in the matter, and announcement will shortly be in order which will be of interest to the members.

Harry S. Lafond, wholesale lumber, 1 Madison avenue, was recently united in marriage to Miss Carol Kraus, daughter of Chas. T. Kraus, well-known horseman of this city. Mr. Lafond has been identified with the local wholesale trade for some time, and recently commenced business on his own account.

A. L. Stone of the Nicola, Stone & Myers Company, Cleveland, O., accompanied by Mrs. Stone, was in the city last week. Mr. Stone came to see his sister off for Europe, after which Mr. and Mrs. Stone left for a visit to Atlantic City.

George H. Montgomery, Montgomery Bros., Buffalo, arrived here last week from a lengthy European tour.

The Hardwood Products Company, manufacturer of sash, door and interior finish, Neenah, Wis., has opened a sales office at 1 Madison avenue, New York City.

PITTSBURGH

Local hardwood business is in the best condition it has been for months. Reports indicate a substantial gain in requisitions, inquiries, orders and shipments. Some big orders have been placed with Pittsburgh lumber firms for all kinds of railroad stock. Steel interests are taking much more hardwood than they did a few months ago. The factory trade is making steady progress and orders are being booked almost daily for 1912 supplies. The yard trade is about closed up for the year. The inventory season is here and there is little to be done now until late in January. The prospects are, however, that the yard trade in this vicinity will be much better next year.

The situation at hardwood mills is changed but little. Stocks of good hardwood are scarce. Special sizes are very hard to get. Low-grade stock is plentiful and is being offered at some re-

duction. Nearly all mills are working practically full time but are accumulating very little stock in the face of the increasing demand.

The Pennsylvania Lumber Company has recently been taking over some very nice orders for the finest grades of hardwoods, including walnut, birch, cherry and maple. Its president, William Hunter, is well satisfied with his first year in business, and has succeeded in working up a very satisfactory trade with the furniture factories and other hardwood users in this vicinity.

D. L. Gillespie & Co., who for years have been located in the Home Trust building on Wood street, have now a fine suite of offices in the front of the Oliver sky-scraper on Smithfield street.

The American Lumber & Manufacturing Company, located in the old bank building at Penn avenue and Ninth street, has taken a large suite of offices in the Peoples Bank building at Fourth avenue and Wood street, which it will occupy after January 1.

Sales Manager J. F. Balsley of the Palmer & Semans Lumber Company spent last week in Philadelphia, and this week is working the factory trade in New York. The company's mills are all very busy.

The Pittsburgh Industrial Development Commission has just published an industrial map of Pittsburgh showing the location of every manufacturing plant in the city, and also the available sites for new concerns. Its efforts to get factories for Pittsburgh are already bearing fruit and last week the May Advertising Company of New York arranged to build a big branch factory in the East End for the manufacture of immense advertising signs.

The Willson Brothers Lumber Company, which owns the Standard Lumber Company's plant at Canonsburg, Pa., has traded the property for 800 feet of vacant frontage on Hazelwood avenue, Squirrel Hill. The Canonsburg plant consisted of one acre of ground, a first class planing mill, office building, modern equipment and 2,000 feet of P. R. R. siding.

A. G. Asher, well-known manufacturer of oak kegs, has leased big quarters in the Terminal warehouses, which will be used as a distributing point for his product that was manufactured at Pineville, Ky.

The Acorn Lumber Company has added to its city force Harry W. Henninger, the well-known lumberman, and former head of the Reliance Lumber Company of this city. He will devote most of his attention to the trade in the Pittsburgh district.

BUFFALO

The improvements at the big plant of G. Elias & Bro., to cost about $15,000, will be delayed for more settled weather. G. Elias has just returned from an Eastern business trip.

M. M. Wall of the Buffalo Hardwood Lumber Company has returned from a trip to Albany, where he attended, on Dec. 2, the annual meeting of the New York State Automobile Association.

H. A. Stewart returned early this month from a trip to the operations of I. N. Stewart & Bro. in West Virginia, where he made some direct shipments of hardwoods, including oak, poplar and chestnut.

The Hugh McLean Lumber Company states that while the general hardwood trade is rather quiet, there is fair demand for quartered oak, both white and red, in the better grades.

The yard of A. Miller is said to have turned over quite an amount of hardwood recently in the local market. Trade is said by the office to be of about fair proportions.

F. W. Vetter's hardwood stock has been increased lately by the addition of supplies of oak, chestnut and poplar, all of which are moving fairly well, with oak in the lead.

O. E. Yeager's yard has been getting orders for moderately good amounts of ash and plain oak. There is not much doing in quartered oak, although the price shows little change.

Lumber receipts have been somewhat curtailed at the yard of T. Sullivan & Co. by lake storms, but elm, maple and ash have recently been coming in in good-sized quantities.

The visit of the western governors to this city on Dec. 2 was an occasion of much interest. Tickets to the Chamber of Commerce dinner at the Ellicott Club that evening went very fast, to the number of several hundred. I. N. Stewart was chairman of the entertainment committee and other lumbermen members were O. E. Yeager and C. Walter Betts. It was the largest dinner party the chamber has given in some time. J. N. Scatcherd, O. E. Yeager, I. N. Stewart and A. W. Kreinheder entertained the governors by a day's trip to Niagara Falls.

PHILADELPHIA

J. C. Tennant of the Summit Lumber Company says trading has been fair right along, but a little more hustling is necessary at this time to book sales. Buying unfortunately continues irregular and of the quick delivery kind, which very obviously is less convenient to handle.

Robert W. Schofield of Schofield Brothers has just returned from a two weeks' stay at the Saltkeatchie Lumber Company's mill, Schofield, S. C., and reports things running in good shape. The last month's shipments of lumber were the largest they ever had, and many of the orders coming in now are for future delivery, which is encouraging.

A. Heidritter and J. W. Floyd have purchased the interest of A. S. Olmstead in the Floyd & Olmstead Company and will continue the business under the old corporate style.

Justin Peters, manager, Pennsylvania Lumbermen's Mutual Fire Insurance Company, reports a good year's showing. The amount of new business is considerably in excess of 1910. The annual meeting of the company will be held in January.

The Tiedemann Convertible Chair Company, of which Emil Guenther is proprietor, has opened a salesroom at 137 South Fifteenth street. The chair manufactured by this concern, and known as the "Konverto," is a combination piece of furniture which has reached the acme of perfection, chair, couch or bed as the taste inclines. As a Christmas gift it will appeal to every lover of ease and comfort.

Information comes from Joseph F. Comegys of the Barker-Bond Lumber Company, Philadelphia and New York, that A. S. Olmstead, formerly of the Floyd & Olmstead Company, has recently become associated with this house and will handle the hardwood and white pine end of the business.

John J. Rumbarger of the John J. Rumbarger Lumber Company states that business is running smoothly. He has been fortunate in recently closing some excellent sales.

J. C. McDiarmid of the Southern Timber & Lumber Company, Fayetteville, N. C., and C. C. Wallace, Dunkirk, N. Y., representing Taylor & Gifford, distributors for the Cutler Bay Lumber Company, Ltd., Cutler, Ont., were recent visitors on the local trade.

E. M. Bechtel, sales manager of William Whitmer & Sons, Inc., reports an increasing buoyancy in business.

The Ideal Desk Company, Washington, D. C., was incorporated Nov. 24 with a capital stock of $75,000.

The John Gross Wood Turning Company, Philadelphia, Pa., was incorporated Nov. 29 with a capital stock of $7,500.

Fire visited the lumber yards of Hiram Dilts, Flemington, N. J., on Nov. 20, entailing a loss estimated at $3,000.

Charles S. Caffrey, eighty-one years of age and until a few years ago, when he retired, one of the most famous manufacturers of light carriages in the world, died on Nov. 28 in the Cooper Hospital, Camden, N. J.

The Baldwin Locomotive Works has received an order for thirty locomotives from the New York Central lines, in addition to the contract for fifty engines recently awarded by that railroad system.

The J. G. Brill Company reports advance trading. It has recently received a number of large orders for export.

Creditors filed a petition to have Elbert Smith adjudged an involuntary bankrupt. The creditors and the amounts of their claims are: J. M. Card Lumber Company, $574.11; Virginia Carolina Lumber Company, $366.75; Fleck Brothers Company, $917.25.

BOSTON

For the convenience of lumber dealers who are members of the Massachusetts Wholesale Lumber Association the government is furnishing a monthly sailing list showing the scheduled sailings of steamers from all ports of the United States and their destinations. At the present time this list is posted in room 22, Mason building, Boston, and those manufacturers who are not able to call at that office can get the information they desire by telephoning Main 4215. This is a very valuable list, and at the present time is only issued to associations, but later the government plans to have enough copies so that individuals may apply for one and receive it.

George E. Hull, formerly well known in the hardwood lumber business in Boston, has become associated with the Meadow River Lumber Company of Rainelle, W. Va.

James B. Sutton of Mystic, Conn., who since 1853 has conducted a business of manufacturing spars in that place, has announced that he is closing out his business and will retire.

Russell Bickford, son of H. M. Bickford of the H. M. Bickford Company, Boston, was married Nov. 16 to Miss Louise Bolton Lowney, daughter of Mr. and Mrs. Walter M. Lowney of Boston and Mansfield, Mass. Mr. Bickford is in charge of the H. M. Bickford Company's business in New York City.

The Boston Lumber Salesmen's Club, which was recently organized, held its first dinner at the New Marlboro hotel, Boston, late in November. W. E. Walker is president of this association.

A large shipbuilding plant is being completed near Monument Beach, Mass. This plant is located near the beginning of the Cape Cod Canal, which is now being put through, and from its location should command a large amount of business.

The Springfield Lumber Company, Springfield, Mass., Charles A. Bly, treasurer, has filed a petition with the Superior court, asking for a decree to dissolve. The company has not been in active business for nearly two years. The petition states that the company, which is capitalized at $20,000, has no debts. The company was organized in 1890.

BALTIMORE

Richard W. Price of Price & Heald spent the past week at Atlantic City recuperating from an attack of illness, which proved of short duration, but left him in a somewhat weakened state. He is back now feeling much stronger.

John L. Alcock of the well-known export firm of John L. Alcock & Co., has been elected a director in the National City Bank, which shows the high esteem wherein he is held and the standing he occupies as a business man.

E. E. Price, in charge of the export department of Thomas Hughes, is back from a trip

to Kentucky and other states in the Middle West, during which he visited a number of the mills and took up large quantities of lumber suitable for export. He reports that he found the demand for all kinds of lumber improved and that the millmen felt greatly encouraged over the outlook.

The annual meeting of the National Lumber Exporters' Association will be held on Jan. 25 and 26 at Washington, D. C., preparations for the event already being under way. The organization is more prosperous and stronger than ever, and it is thought that the attendance will be exceptionally large.

W. O. Price, a hardwood exporter of this city, who was ill for some time, has recovered and is back in harness once more. He is now away on a business trip in Virginia.

COLUMBUS

The report of the city building department for the month of November shows a falling off from the records of the previous month. During November of 1910, 215 permits were issued having a valuation of $306,500, while in November, 1911, there were 170 permits issued, representing a valuation of $241,976. Up to Dec. 1, 1911, there were 2,597 permits issued, having a valuation of $4,538,605, as against 2,219 permits, having a valuation of $4,642,000, in the corresponding period in 1910.

The Sowers Leach Lumber Company has removed its offices from the tenth floor of the Columbus Savings & Trust building to its yards, located at 438 Neilson street.

John R. Gobey, head of the concern bearing his name has returned from a business trip to New York City.

R. B. Peck of the H. R. Allen Lumber Company with headquarters at Akron, O., was a visitor in Columbus recently.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, says that "there has been a fair business during the past fortnight with prices ruling the same as for several months. The factories seem to be buying better now and the same is true of the yard trade. Orders are coming in for delivery after the first of the year. Stocks in the hands of both the retailers and factories are not very large. There is a good movement of the lower grades of hardwoods, although the better demand is still for the better grades."

H. C. Buskirk, sales manager of the General Lumber Company, returned recently from a visit to the mill of the company at Ashland, Ky.

The Jeffrey Manufacturing Company of Columbus, O., announces the opening of another branch located at 1201 American Bank building, Seattle, Wash. Percy E. Wright has been made manager of the branch. This makes thirteen branches which have been established by the Jeffrey Company.

Notices have been published in the newspapers of the dissolution of the corporation known as the B. A. Leach Lumber Company. The concern has been merged with the Sowers-Leach Lumber Company.

Edward F. Myers of the Ward Lumber Company of Ironton, O., has resigned his position with that company to become identified with the Hoggard Lumber Company of Arkansas. He will reside at Helena, Ark.

CINCINNATI

Commissioner E. E. Williamson of the Receivers' and Shippers' Association, has resigned to enter a law firm as traffic manager, with offices at Washington. The firm is making a specialty of Interstate Commerce questions, and Mr. Williamson, being recognized as one of the foremost rate experts in the country will be in charge of that department. His services during the past nine years have been of inestimable value to lumber shippers.

The Illinois Central railroad is preparing to build a spur into the rich stone belt of Monroe and Lawrence counties, Indiana, in which Chicago and Cincinnati companies are interested.

The Howard & Barber Lumber Company is now comfortably quartered in a neat suite of offices in the Provident Bank building. Mr. Barber was formerly representative of Illingworth, Ingham & Co., of Leeds, England. He says that his former employers have been closing up their American contracts and will withdraw from the American trade. The Howard & Barber company is doing an excellent foreign business, and is also steadily building up a domestic trade in hardwoods.

Preparations for the meeting of the Hardwood Manufacturers' Association in January are engrossing the attention of the office force at the headquarters in the First National Bank building. Here is one place, at least, where the lumber business is "busy."

J. Shiels of C. F. Shiels & Co., who is one of the old-time hardwood men of the city, says that business in carriage and wagon hardwoods is slow, especially locally.

One of the largest contracts in building lumber that has been let in this city in recent years, is that of furnishing the lumber for building the molds for the new concrete grand stand being erected at League Park. The stand when completed will seat 30,000 people, and will be one of the finest in the world. The lumber is being furnished by The J. B. Doppes Sons Lumber Company. It is stated that more lumber is consumed in building the molds than would be required to erect the stands entirely of wood.

Frank Scott will move his office to his new ground on Dayton street, where he will have a switch through the yards connecting with the Cincinnati & Southern railroad.

TOLEDO

The month of November was a very quiet one in the building business in Toledo as compared with last year. During the period 102 permits were issued for new structures, valued at $197,915, as compared with 113 permits of an estimated valuation of $382,200. The season, as a whole, shows an increase over last year, new work for the first eleven months of 1911 amounting to $3,580,779, as compared with $3,129,451 in 1910. There is still some building under way and a large amount is assured for the opening of spring.

A concatenation of the Hoo-Hoos of northern Ohio has been called by Vicegerent Frank Spangler, to be held in Toledo, Jan. 6. Arrangements have not yet been completed for the affair, but it is expected that a couple of hundred Hoo-Hoos will be present. The concatenation is called for initiation purposes. There will be a banquet and a general big time following the business session.

The East Clinton Lumber Company is a new corporation opened for business at Port Clinton, O. The concern is capitalized at $40,000. The newly elected officers are Benedict Petersen, president; Robert Heinlein, vice-president; H. J. Goodman, secretary and treasurer; George Bock, manager. A planing mill will be operated in connection with the plant.

The Booth Column Company, one of the leading concerns of its kind in this section of the country, will reorganize and incorporate under the laws of Ohio within the next few weeks. The concern which has been doing business in Toledo for eight years has been operating under a charter from Arizona, secured originally because of the stockholders' double liability law in force in Ohio at that time. The Ohio law has since been changed and the company will become a domestic corporation. The reorganization has been temporarily delayed on account of the absence of David Trotter, a member of the concern, who is making a tour around the world. It is expected that the change will be completed by the first of the year.

The lumber yard and planing mill of the Big Seven Lumber Company at West Mansfield, O., was recently burned to the ground, involving a loss of $5,000 with no insurance protection. The plant was one of the largest industries in the village. The fire originated in an overheated stove in the office.

INDIANAPOLIS

John M. Talge, president of the Talge Mahogany Company, has returned from a trip to Missouri.

Mr. and Mrs. H. B. Burnet have just returned from a six months' trip to Europe.

Under the name of the R. S. Foster Lumber Company the lumber business conducted for many years by C. C. Foster has been reorganized and incorporated. The capitalization of the new company is $25,000. Those interested are Chapin C. Foster, R. S. Foster, George Miller, Oscar Schmidt and R. L. Wilson.

Building permits issued by the city the first eleven months of this year were about $75,000 less than for the corresponding period of last year. The year 1911 promises to show a loss in building operations, the first year to do so since the building department was organized.

Hardwood lumbermen of the state are interested in a rehearing of a case involving freight rates between Indianapolis and the Missouri River, now pending before Special Examiner Geery of the Interstate Commerce Commission in this city.

EVANSVILLE

T. J. Christian of Maley & Wertz, South Bend, was in the city visiting the home office a few days this week.

The case of Young & Cutsinger vs. the Louisville & Nashville Railroad Company was recently decided by the Interstate Commerce Commission and an order was issued giving reason for not granting the request of complainants. The case was based on milling-in-transit rates in effect from stations on the Louisville & Nashville railroad to Evansville. The shipments in question were from Humboldt and McKenzie, Tenn., from which there were no milling-in-transit rates in effect at time of shipment.

G. O. Worland, formerly of Evansville and now with the Jackson Lumber Company of Jackson, Tenn., was in the city this week.

The next meeting of the Evansville Lumbermen's Club will be held at the New Vendome hotel on Tuesday, Dec. 12.

H. J. Schaefer of Young & Cutsinger of Jackson, Tenn., was in the city last week. Mr. Schaefer says prospects for business are brighter than for some time, and that November was the best month they have had this year.

KNOXVILLE

E. L. Edwards of Dayton, O., was a visitor in this city this week looking after the interests of his concern.

Col. G. T. Cobbett of the firm of Cobbett & Co., large wholesaler lumber merchants and exporters of London, Eng., was a guest in this city last week.

Ed Maphet of the Logan-Maphet Lumber Company has been in Cincinnati during the last week looking after business in that vicinity.

The Dunn Brothers Lumber Company of Walland, Tenn., is operating new mills in this vicinity and is cutting considerable oak and white pine. Most of its product is consumed by the Knoxville market.

Mr. Lewis of the Lewis Lumber Company of Liberty Hill, Tenn., was a Knoxville visitor this week. He reports that his concern has a large quantity of dry, plain oak on hand, and that it is operating its mills to full capacity.

C. P. McMahon of the McMahon Lumber Company has been absent from the city for the past few days in the interests of his concern. He reports business good.

The plant of the Ingles Mantel Company and the Southern Trunk Company, located at Vestal, Tenn., was destroyed by fire on the night of Dec. 1. This concern was owned principally by Harry Ingles. He reports that he had a very heavy stock in both mantels and trunks, and that his loss was about three-fourths covered by insurance. A portion of the rough lumber on the yard was saved, but outside of this the plant is a total wreck.

J. C. Kimball of Kimball & Kopcke has been absent from the city for the past week shipping in oak and poplar to the firm's new yard.

MEMPHIS

Announcement is made by President James E. Stark of the Lumbermen's Club, of the following committees to nominate officers for 1912. No. 1: Geo. C. Ehemann, chairman, F. T. Dooley, and J. M. Pritchard. No. 2: J. W. McClure, chairman, O. M. Krebs and W. B. Morgan. These two committees will report at the next regular meeting of the Lumbermen's Club which will be held Dec. 9. No idea can be given at this time as to the identity of the gentlemen who will run for office. These elections have always been very interesting because of the friendly rivalry which exists between the respective candidates and their supporters. There is plenty of good material and it is felt that regardless of who may be nominated or who may be elected, the affairs of the organization will be in good hands and the club will continue its progressive and constructive work in behalf of the lumber industry not only of this city and section but the entire country.

Receipts of logs at Memphis during the past fortnight have been of satisfactory proportions, and the majority of the mills here are in position to run steadily for some time. Extra efforts have been put forth for some weeks to secure a good supply of timber because of the fact that the greater portion of the demand for lumber calls for immediate shipment. There seems to be almost a complete absence of orders calling for shipment of lumber over a period of several months, and there is so much uncertainty among consumers and distributors generally that they are all disposed to buy only for more pressing requirements. The demand for logs has been keen for some time and as a consequence prices have been high. In the same connection it may be noted that, owing to the fact that the demand for lumber is rather more active, there has been an increased disposition on the part of manufacturers here to run their plants on full time.

Amedee C. Franck of Amedee C. Franck & Co., Antwerp, Belgium, has been a prominent visitor in Memphis recently. This firm has extensive interests in America, and is a large importer of American hardwoods, its representative in this country being F. E. Stonebraker, with headquarters at Memphis. Mr. Franck was here in conference with Mr. Stonebraker for some time, but has left for other points in the South. Mr. Stonebraker says that business abroad is on about the same scale as in this country, complaints being general of the rather unsatisfactory demand. He says, however, that his firm has very little cause for complaint in regard to the volume of business put through by it.

Another prominent visitor from abroad has been Col. T. G. Cobbett of Cobbett & Co., London, Eng. Col. Cobbett had little to say regarding conditions on the other side but was very enthusiastic in regard to the growth and development of the hardwood lumber industry at Memphis. He is perhaps a better judge of this point than almost any other foreign authority, for the reason that he was the first member of an European firm to import lumber from Memphis. He has been in America about a month and will spend some further time on this side before returning to Europe.

The North Arkansas Lumber Company, which was recently organized, has filed a copy of its articles of incorporation with the Secretary of State of Arkansas. The certificate is to the effect that the new company has $15,000 invested in Arkansas. John Lindsey of Shirley is named as agent for the state. This company was recently organized with a capital stock of $100,000 and purchased the plant and yards operated by the Brown Lumber Company at Paragould, Marmaduke, Rector and Walnut Ridge.

The plant of the Anderson-Tully Company for the manufacture of built-up material has been placed in operation, with C. B. Allen in charge. It uses red gum exclusively and it has a capacity of about 25,000 feet per day. Its output is three-ply stock. The Anderson-Tully Company has been an extensive manufacturer of single ply box material for many years, but this is its first effort in the direction of manufacturing built-up material. The departure has been made in order that the scope of business of the firm might be enlarged and in order that it might be in position to take care of the needs of its large trade.

The Penrod Walnut & Veneer Company, which recently secured a site at Helena, Ark., for the erection of a veneer plant, has filed a copy of its articles of incorporation with the authorities of that state. It is set forth therein that the company has $25,000 invested in Arkansas. This news has been received with interest by members of the lumber fraternity of Memphis because of the prominent connection Mr. Penrod has had with the lumber industry in Memphis and the Memphis territory for a number of years.

W. H. Greble of the Three States Lumber Company, who has been ill for some days, has resumed his duties and reports that he finds the demand for hardwood lumber more active, especially in connection with cottonwood which, he says, has become one of the most active features on the entire list. This firm operates a box plant and it is enjoying a good business resultant from the activity in box manufacturing circles.

Owing to the extensive demand for its output the Dugger-Goshorn Company has found it necessary to materially increase its capacity. This firm has for some time been turning out about 450 dozen handles per day, but it has booked so much business recently that it is finding it necessary to put on additional men. Within the next ten days it will be running both night and day, thus bringing its output up to about 750 dozen handles daily. Readers of the HARDWOOD RECORD are familiar with the fact that only a short time ago this firm made very extensive additions to its plant here and also installed a mill for the manufacture of rough material needed for its plant.

NASHVILLE

Extensive improvements are being made to the plant of the Davidson, Hicks & Greene Company, located in this city. The company is making active preparations for its spring business. All connected with the firm are being kept at home and are busy.

The laying of a large water main has been completed by the Tellico River Lumber Company from its mill to the site of its large water tower. A 25,000 gallon tank will soon be in commission.

Dogwood and persimmon timber, formerly considered of little worth, is being used in some sections of this territory for shuttle lumber. Mills are preparing these woods in proper lengths for shipment to European cloth mills.

There was a total of $1,027,494.70 in building permits issued in Nashville for the ten months ending Nov. 1, 1911. Including the large amount of building being done in the suburbs, just without the city limits, this total would be considerably increased.

In order to properly take care of their rapidly increasing business, John B. Ransom & Co. have erected a new boiler house and other necessary additional buildings, which will increase their facilities.

The Morton, Lewis, Wiley Lumber Company has sold to W. E. Mingea of Abingdon, Va., 6,000 acres of fine timber land ten miles from Bristol for about $15,000. The timber will be manufactured and the land used for grazing purposes.

The Nashville Builders' Exchange will hold its annual election of officers Dec. 11. R. T. Creighton, now president, heads both tickets, being a candidate without opposition for election for a fourth term. The opposing tickets are the "Blues" and the "Reds," and there is much friendly rivalry between the supporters of each.

Much importance was attached to the meeting here last week of the Cumberland River Improvement Association with some 125 delegates present representing the entire river territory. This meeting is of special interest to the lumber people because the association plans to secure from Congress, if possible, sufficient appropriations to continue the system of constructing the locks and dams on the Cumberland river on the continuous contract system. The continuation of this work will soon result in the canalization of the river so as to give navigation throughout the entire year, a thing greatly desired by the shipping interests of this section. Resolutions were adopted to this end.

A. T. Williams of the Williams Lumber Company, a young man who is well and favorably known to the hardwood trade throughout this section, was recently married to Miss Margaret Carter, the popular and gifted daughter of Judge and Mrs. Nelson P. Carter of Fayetteville, Tenn. Following the wedding Mr. and Mrs. Williams left on a southern bridal tour. Mr. Williams is associated with his father in the lumber business.

Great interest continues in the weekly meetings of the executive committee of the Nashville Lumbermen's Club. Last week Henderson Baker read an excellent and well-prepared paper on "The Cost of Manufacturing Lumber." This was followed this week at the regular session Tuesday by an equally interesting paper by I. R. Lesueur on "The Cost of Collections." Interesting discussions of the topics so well presented followed the readings of these two papers. It was decided to hold the annual banquet for the full membership of the club on Jan. 2 at the new home of the Nashville Commercial Club which, it is expected, will be open by that time. There will be several addresses, musical and other features connected with this banquet, but the main feature will be a paper by C. M. Morford on "The Cost of Doing Business." This will be the concluding paper of the present series on different phases of the lumber business which is proving so popular and profitable to the members of the club.

BRISTOL

Parties interested in the United States Spruce Company, which operates a band mill at Marion, Va., have purchased a large area of timber in the Black Mountain region and will install a

large mill in the early spring and begin operations on a large scale.

Bristol hardwood manufacturers are eagerly awaiting a decision in the case of the Peter-McCain Lumber Company and others, including all of the Bristol hardwood shippers, against the Norfolk and Western, Southern and Virginia, and Southwestern railroad, involving the milling-in-transit rate for lumber at Bristol. This charge has of late been arbitrarily doubled by the railroads, and lumbermen are making a determined fight before the Interstate Commerce Commission to have the charge reduced on the ground that it is excessive and unreasonable. The present rate makes it cost lumbermen $8 to $14 per car for milling at the Bristol mills.

The Sells Lumber & Manufacturing Company of Johnson City, Tenn., has just closed a very large contract for hardwood finish material in New York. The company has business on hand to keep its plant running regularly for a long time to come.

Among hardwood lumbermen who were visitors on the Bristol market last week were P. W. Bevins, Hiltons, Va.; J. M. Lacy, superintendent of the Whiting Manufacturing Company; J. Walter Wright of Mountain City, Tenn.; Mr. McIlvain of J. Gibson McIlvain & Co., Philadelphia, and others.

The W. M. Ritter Lumber Company of Columbus, O., which is operating two band mills in Buchanan county, Virginia, will start a third one on Horse Creek about the first of the year. A band mill in Buchanan county belonging to the Ritter company was destroyed by fire some months ago.

LOUISVILLE

The 1911 convention of the National Veneer & Panel Manufacturers' Association, which will be held in Chicago this week, will be attended by several prominent members of the trade in the Fall Cities who are deeply interested in the event. It is expected that the Louisville delegation will be composed of the following: D. E. Kline of the Louisville Veneer Mills, E. V. Knight of the New Albany Veneering Company, New Albany, Ind., and H. M. McCracken of the Kentucky Veneer Company.

The annual championship gridiron contest of the interscholastic football world in Louisville, held on Thanksgiving Day between teams of the Male High School and the Manual Training High School, excited the usual amount of interest in the Louisville hardwood trade. Seldom during the past several years has the hardwood fraternity failed in having actual representatives in the game. In the recent event John Shippen, son of Edward S. Shippen of the Louisville Point Lumber Company, put up a corking good game for the Manual squad, although his aggregation was beaten 16 to 0. Barry Norman of E. B. Norman & Co., S. E. Booker of the same company and Everett Haynes of the Mengel Box Company turned out for the game, to live their own pigskin victories over again.

C. C. Mengel & Bro. Company of Louisville has added a link in the chain of scientific management which surrounds the extensive Mengel interests, through the adoption of dictaphones in the correspondence department of the company.

W. P. Brown, founder of the well-known Louisville lumber firm of W. P. Brown & Sons Lumber Company, now retired from business and a resident of Indianapolis, Ind., paid a visit to Louisville with other members of his family on Thanksgiving Day. Mr. Brown enjoyed a basket dinner with his sons, T. M. and J. G. Brown, and showed up hale and hearty and in the best of spirits.

Adolph Heidt, Cincinnati, O., manager of the Franke Lumber Company, paid a visit to Louisville last week and was the guest of the Lumbermen's Club. Mr. Heidt expressed the opinion that the export lumber trade is in an exceptionally flourishing condition.

E. C. Allen, manager of the Richland Parrish Lumber Company's mill at Rayville, La., conferred with members of the company in this city a few days ago and was entertained at the meeting of the Hardwood Club.

The "Arion," chartered by the C. C. Mengel & Bro. Company of Louisville, has finished unloading a big cargo of mahogany logs from British Honduras. The price of mahogany is steadily ascending, and the Mengel report is that demand from both furniture manufacturers and interior builders is very good.

It was recently reported that the Robe Lake Lumber Company, composed of prominent Louisville and Memphis hardwood men, and owning an extensive tract of land in Arkansas, is to build a big band mill on the Prairie county property in the near future. T. M. Brown of the W. P. Brown & Sons Lumber Company of Louisville, an officer of the Robe Lake concern, has stated, however, that plans for the Arkansas band mill are merely in embryo at present and no definite action will be taken for some time.

D. C. Harris, traffic manager of the C. C. Mengel & Bro. Company, and C. R. Mengel, president of the company, returned a short time ago from an extensive visit to Mexico. President Mengel and Mr. Harris have been in the land of revolutions since July.

John L. Cochran, president of the John L. Cochran Lumber Company of New York City, paid a visit to Louisville last week. Mr. Cochran began his career in the lumber business with the Norman Lumber Company in this city and was gladly received by his numerous friends in the trade.

The Mengel Box Company of Louisville has commenced work upon a big box factory in Winston-Salem, N. C., and expects to have the plant ready for operation within eight months. The new structure will be made entirely of reinforced concrete and will contain a full complement of the most up-to-date box machinery. The investment represents about $100,000.

A meeting of the Louisville Transportation Club to rejuvenate that body was held a few days ago in the Galt House, with President L. J. Irwin presiding. The conclave was the first one held by the club since May 8, interest in organization work having fallen into a general decline during the summer. At the instance of President Irwin a program of the winter's work was laid out at the recent meeting. Among the feature addresses at coming meetings are those by H. E. Mack, general manager of the railway mail service of the Harriman lines and by Col. C. C. Mengel, founder of the C. C. Mengel & Bro. Company in Louisville.

The Roy Patton Lumber Company of Jackson, Ky., recently purchased the sawmill and planing mill, timber leases, building supply and chair and automobile stock of Thomas Bundy, near that city. The new owners propose to equip the Bundy property with machinery for the manufacture of automobile bodies and spokes from hickory timber.

ST. LOUIS

The building permits issued for November by the commissioner of public buildings, show an increase of more than twenty-three per cent over permits issued in November last year. During the month 368 permits were issued for new buildings and 200 permits for alterations, to cost in the aggregate $1,611,662. In November, 1910, 558 permits were issued for building and alterations to cost $1,306,623.

The Morriss Lumber Company has recently been incorporated with a capital stock of $50,000, one-half paid in, although they have been doing business for some time as a partnership firm. The shares are held by R. M. Morriss of St. Louis, J. O. Nesson and George J. Green of Chicago and F. J. Wolf and Howard Cole. The company is doing both a yellow pine and hardwood business and has mill connections at Clio and Kearney, Ark., and Bastrop, La. The Morriss Lumber Company now controls the output of the band sawmill of the J. H. Hammond Company at Countiss, Ark., thus adding to its shipping capacity fifty cars of gum and oak lumber of fine quality.

Replies to Chairman Thos. E. Powe's letter to the local lumbermen regarding contributions to the freight rate fund, made necessary by the postponement of the hearing, are coming in with gratifying promptness, indicating that local lumbermen are taking a very keen interest in this fight.

George McBlair, secretary of the Exchange, reports that during the past two weeks inspections by the Lumbermen's Exchange have increased considerably, indicating that a large volume of stock is being moved into St. Louis on the present market.

The members of the Lumbermen's Exchange are looking forward with much interest to the meeting and banquet which will be held the latter part of December. The election of officers for the year 1912 will be a feature of this meeting, which will probably be held at the Missouri Athletic Club.

Henry W. Ballman, for fifteen years president of the Laclede Lumber Company, St. Louis, died at his home Thursday, Nov. 30. He was fifty-seven years of age and had been ill for several months. The funeral took place Saturday afternoon, Dec. 2. Mr. Ballman was born in St. Louis. For twenty years he was connected with the Knapp-Stout Lumber Company, and then assumed control of the Laclede Lumber Company. He was prominent in North St. Louis politics, having been a democratic leader there and a candidate for the City Council several years ago. He was a member of the Mullanphy Board for four years and belonged to the North St. Louis Business Men's Association and the Retail Lumber Dealers' Association. He is survived by Mrs. Ballman, one daughter and three sons, Walter G., secretary, and Leonard H., vice-president of the Laclede Lumber Company, and Albert J. Ballman.

MILWAUKEE

Construction work has been begun at the West Milwaukee shops of the Chicago, Milwaukee & St. Paul railway on 500 new cars. A. E. Manchester, superintendent of motive power, announces that it will be necessary to increase the working forces in all the departments at the plant.

The Japanese government has awarded the Allis-Chalmers Company of Milwaukee the contract to supply the logging and sawmill machinery for the first lumber plant which the government will establish at Kogi on the island of Formosa. The contract calls for the installation of all the electrical apparatus, steam turbines and motor driven machinery and involves, it is understood, about $500,000. The entire plant will cost about $700,000.

In order to refund all banking obligations and to arrange for sufficient working capital to open three new departments, the Mitchell-Lewis Motor Company of Racine, manufacturer of wagons and automobiles, has negotiated a loan of $2,500,000 through New York and Chicago banks. The company will now build all automobile bodies and tops as well as trucks. The company has a capital stock of $10,000,000.

The Hatton Lumber Company of New London has placed its sawmill in operation, following a close down while its log slip was changed for winter use. The usual January-February close down will not occur this year.

The Two Rivers Manufacturing Company of Two Rivers has purchased the machinery of the

Handy Things Company of Ludington, Mich., and the wood products business of R. Alden & Sons of Bruce, Wis. The company will now increase its output and will manufacture wood turnings and enamel handles in addition to its previous line.

The Bekkedal Lumber Company of Couderay has purchased 40,000,000 feet of standing timber on the Couderay Indian reservation. About half the timber is hemlock, the balance being birch, basswood, oak and pine. The timber will be sawed in the company's two hardwood mills at Couderay and in the two small sawmills on the reservation.

The Christenson Manufacturing Company of Neenah, manufacturer of staves and heading, has made a voluntary assignment for the benefit of its creditors. Nominal assets are given at $15,000, while unsecured claims are scheduled at $6,000. Arthur D. Paul of Neenah has been named assignee.

SAGINAW VALLEY

The weather has been moderately cool since early in November, and there is plenty of snow in the woods for log hauling. About the average quantity of hardwood timber will be cut during the winter.

The plant of the H. M. Loud's Sons Company at AuSable was wiped out by fire in July last. A clean sweep was made of the two mills, lumber on dock and in the yards. About 5,000,000 feet of logs were left in the river and these the company has taken out and shipped by rail to Bay City, where they are being manufactured by the Kneeland-Bigelow Company and Ross & Wentworth. The Loud company has some 50,000,000 feet of standing timber on the tributaries of the AuSable and has been figuring to obviate the necessity of building another mill. Last week the company closed a deal for the sale of the greater portion of its logs to be put in this winter by two camps of one hundred men to Ross & Wentworth, and it is intimated the buyers are likely to arrange to take the greater portion of the remaining standing timber. It will be railed to Bay City.

The two Kneeland-Bigelow sawmill plants at Bay City will put out a little over 40,000,000 feet of manufactured flooring. The company has been furnishing the S. L. Eastman Flooring Company of Saginaw 8,000,000 to 12,000,000 feet of maple lumber for flooring the last two years.

The Gates sawmill at Bay City is manufacturing 3,000,000 feet of lumber for the Lobdell & Churchill Company of Onaway. The logs are hauled to Bay City by the Michigan Central.

The hardwood sawmill of T. E. Douglas & Co. at Lovells, on the Lewiston branch of the Michigan Central, north of Bay City, was recently destroyed by fire, involving a loss of about $8,000, with an insurance of $5,000. It is the second time the mill has burned within a recent period.

The Mershon-Bacon Company, Bay City, is manufacturing a large quantity of box material from hardwood cull lumber. The plant has had a busy season.

The hardwood plants on the river have been operated steadily for months, the conditions for the hardwood trade having been exceptionally good.

Knapp & Scott at Bay City have been operating day and night shifts through the season, cutting lumber for the Ward estate. A considerable portion of the manufactured stock goes into the Hanson-Ward Veneer Company's plant.

CADILLAC

Murphy & Diggins have bought a block of thirty-five acres of timber of Lewis Nelson in Cherry Grove township, which they will cut and haul to this city and manufacture at their mill.

A. F. Anderson, who some time ago bought a large block of the Ward timber in Antrim and Otsego counties, states that he is not in a hurry to manufacture it, as he believes the timber will be worth more money a year or so from now than it is at the present time. Mr. Anderson expects to return to Seattle, Wash., shortly, where he will remain with his family this winter, returning here next spring.

The Cadillac Veneer Company's plant is being pushed to its capacity in order to take care of the orders for its customers. The company's veneers are of a high quality and demand good prices all over the country.

Mrs. D. F. Diggins and F. A. Diggins of Cadillac have recently exchanged residences, Mr. and Mrs. F. A. Diggins moving into the large brick house built by the late Delos F. Diggins several years ago. Mrs. D. F. Diggins contemplates a new residence on the site of the F. A. Diggins' property, which was formerly the home of Wellington W. Cummer.

Heap & Sons of Grand Haven have built an addition to their factory preparatory to installing a new fireless cooker plant, for which they are to receive a bonus of $5,000 from the board of trade. They will move their plant from Muskegon to Grand Haven.

A. E. Cartier Sons' Company of Ludington plans to build a permanent dam at Hamlin Lake. Work was commenced this fall, but it has been suspended on account of winter setting in. This dam will not only insure protection to the property owners adjacent, but will also form the basis of a water power that will be of great service to Ludington and vicinity.

The Corl Piano Company of Battle Creek has been purchased by Henry Beckman, Charles C. Green, Attorney George Mechem and Vice-President Morton of the City Bank of Battle Creek for an investment.

A large amount of Michigan Birdseye maple goes to France each year to be used in manufacturing furniture. This maple is shipped from the Crystal Falls district of the Menominee range. Birdseye maple is very scarce and it sells as it stands in the tree at $25 a thousand, a figure that is largely increased by the time the logs are cut and transmitted to the railroad tracks.

Gwinn, Mich., is to have a hoop factory with a capacity of 2,000,000 hoops a year. The hoops will be made of ash, hemlock and cedar, of which varieties of timber there are large supplies in that district. Henry Luke is at the head of the concern and will employ from twenty to thirty men.

The South Shore Cedar Company has been organized and a new lease of life given to the town of Dollarville, Luce county. M. R. Bissell of Escanaba is president of the new company. The company will manufacture cedar ties, shingles and other cedar products and will also produce pulpwood. Camps are already in operation. The company has enough timber for a five years' cut and more cedar is available in the district.

Fifty years ago the Ford River Lumber Company started operations in Delta county, and has just sawed its last log. The Ford River Lumber Company was organized in 1860 and has cut many million feet of lumber and vast quantities of shingles and other products since that time, but now has exhausted its timber, and as soon as the books are closed this month the company will go out of existence.

The Hardwood Market

CHICAGO

Local hardwood trade is in fair volume for this time of year. Stocks in the hands of yard men are getting to be considerably broken, and it seems to be hard to replenish certain items at a price on which dealers believe they can secure a reasonable profit.

The hardwood flooring manufacturers are only reasonably busy, and there is a considerable accumulation of both maple and oak flooring in warehouses.

Interior finish manufacturers are not very crowded with orders, but still there is a fair business.

Furniture manufacturers are reasonably busy, notably finishing up orders induced by the holiday trade, but there is not a great volume of business in sight. Buying generally is from the hand-to-mouth variety for local use.

There is an increased call for oak car and other railroad material, but prices are ranging very low. On the whole the hardwood market is in very good shape, considering the time of year, although the margins of profit are still very unsatisfactory.

NEW YORK

There has been a much better tone to the hardwood market during the past fortnight. There has been better inquiry and a larger volume of orders placed, but buying is still confined very largely to actual needs. Stocks in good lumber are not over-plentiful, and while the low-grade market could be stronger, the general situation seems to be fair. Ash and basswood are moving well. Plain oak is strong, and birch and maple are moving freely. Quartered oak is still plentiful, and prices are fairly well held. The hardwood flooring market is strong, and there is a fair movement of stock for export.

BUFFALO

The hardwood trade is displaying a little less activity than it did last month. Buyers are holding off just at present on account of the inventory season being so near. It is expected that the volume of business for this month will not show up very large. At the same time quite a number of yards are reporting that their year's business is ahead of that of 1910.

Plain oak prices are holding quite firm, and quartered oak is bringing fair prices in the higher grades, though trade in it is small. Birch and maple continue to sell at about the same strong prices. Ash, chestnut and elm are in fair demand. Poplar is rather quiet, especially wide stock.

PHILADELPHIA

The month of November has shown a tangible improvement in the lumber business. The limited buying, so much deplored, shows signs of changing to more liberal orders and for future shipment, many of them being placed for delivery up to May, 1912. Much of the buying, however, still continues on a quick-delivery basis.

Although it is reported of the hardwood end, that values in some lines are a little unsteady prices generally are well maintained, and there is no disposition on the part of the manufacturers to force the market. Those who have wisely familiarized themselves with the

situation at the stump are securing their stock ahead, as they predict with good reason an upward rising market after the first of the year.

Building work is falling off, but interior finish work will continue for a month or more on properties which are completed. Railroads in this section are reticent as to their intentions, but there are those who claim that signs point to an active buying in the near future. Complaints are heard everywhere of the difficulty in obtaining quick shipments on account of the inadequate car service, and dearth of efficient labor at the lumber camps. As a result of these hindrances there will undoubtedly be a fierce scramble for goods at the first sign of a market advance.

BOSTON

The hardwood lumber market has shown very little activity during the past fortnight, and no large volume of business is expected until after Jan. 1. Just at this time of the year bargains in hardwood lumber may be looked for from manufacturers or large wholesale dealers who have been carrying odd lots of lumber that they are willing to sell at concessions in order to get the stock off their hands before taking inventory. Consuming manufacturers of hardwood lumber are fairly busy, and the amount of lumber cut up during the past few weeks has been of good volume. Piano manufacturers are reported as quite busy, and a few chair manufacturers have been really rushed. Office furniture is reported in better demand now that general business has shown improvement.

Prices of hardwood lumber are held in a steady way, taking the market as a whole. Quartered oak, however, is still reported as easy. Plain oak has attracted a fair amount of new business, and is steadier than it has been. Hickory has been in fair call in this market, but offerings are small and prices well held. Maple is in very fair demand with the market reported as firm.

BALTIMORE

The feeling in the hardwood trade here continues decidedly better. A larger number of orders are being obtained and the active inquiry shows that the needs of buyers are on the increase. The trend of prices is upward and the improvement applies to the domestic trade as well as to the export business. Stocks have been drawn upon to an extent which has materially reduced available assortments of lumber, and there is some prospect that if the movement keeps up, an actual shortage may develop here and there.

Under the stimulus of the quickened demand some of the mills with extensive quantities of common poplar on hand have managed to dispose of a large portion of it. This also applies to sound wormy chestnut, which seems rather suddenly to have found a market after a protracted period of stagnation, when the price almost made a new low record. Oak, ash and other woods are also moving with greater freedom, and the trend of prices is upward on a number of items.

The feeling among the exporters is decidedly better, prices on oak planks having advanced to figures that are fairly remunerative, while the entire trade is characterized by a briskness of inquiry which promises still better things.

COLUMBUS

The hardwood trade has been steady in central Ohio during the past fortnight. Prices have ruled firm and the volume of trade has been up to the usual figure for the time of the year. The general tone of the market is satisfactory, and lumbermen look for a good trade after the first of the year.

One of the best features is the small stocks reported from both the yards and factories. This means that buying will be more active after yearly inventories have been taken. There is an improvement reported recently in the factory demand, which indicates a better feeling in industrial circles generally.

CINCINNATI

Business continues to be fair in the hardwood market, with the conservative buying by the consuming manufacturers the principal feature. Collections continue good. There is a good demand for dry oak in manufacturers' grades, with a scarcity evident. Oak, both red and white, are in fair demand, with more inquiry for common and better, both in quartersawed and plain. Ones and twos of both quartered and plain oak are in active demand, with a good movement of common. Heavy oak timbers, car stock and ties are in lively demand. Chestnut is moving well for the top grades, with common and low-grade in fair demand. Sound wormy chestnut of good width and fairly free from knots is in good demand, and higher prices are readily obtained; low and ordinary grades of sound wormy are plentiful and are receiving fair attention. Red gum, ones and twos, is in good demand, with good inquiries for saps and common, especially for good dry stock. Poplar is in good demand for the manufacturers' grades, with some movement of the wide stock to the auto trade; panel stock and box boards are in fair demand. Ash for the carriage trade shows signs of weakening and furniture manufacturers are only light buyers of this wood. Hickory is in fair demand, with supply and demand about equal, most of the stock offered, however, being unsatisfactory. Cottonwood and basswood are in fair inquiry for the top grades, with a good movement of low-grade cottonwood. Birch is showing steady improvement in demand, for both red and white for the furniture trade. Mahogany lumber is in very good call, with the furniture trade the better buyers. Buckeye and other hardwoods are in fair request.

The buying for the foreign trade is good, with a good demand for oak boards. American walnut is moving steadily to the foreign trade, while the demand continues steady. Ash is in good demand, especially white ash, for the export trade. Red gum is in very fair demand for export.

Cypress is only in fair demand, with some little inquiry for heavy tank stock and special stuff. Manufacturers and builders' grades are weak.

TOLEDO

The hardwood market is a little slow just at this time. The bottom has dropped out of the column business, and local concerns are catching up with orders which had piled up earlier in the season. Column manufacturers are laying in stock for spring use, experience having taught them that there is always difficulty in securing enough to meet the spring demand. The slack business has brought no decline in prices and some hardwoods are unusually firm. This is especially true of plain red oak, which is still in good demand. Furniture concerns are again buying more freely. There has been a fair business in ash and poplar for use in automobile factories, which are now operating at capacity. The lower grades of red gum have been in extremely good demand and prices are somewhat higher than they were a year ago. A fair export demand is reported, but trade in this line has been running to the higher grades, and this has had a stimulating affect upon the entire market. The consensus of opinion is that prices will not drop but on the contrary may show a marked advance during the next few months.

INDIANAPOLIS

The local hardwood market has not been especially active during the last month. Conditions, however, are no worse, apparently, than they were at this time last year. Local hardwood concerns seem to have ample stocks on hand, and the wholesalers say that no unusually large contracts are being placed at this time.

There has been no change in prices in the last two weeks, nor is any change expected soon. Vehicle, automobile and furniture factories are showing about their usual activity. At the present time there is a decided slump in local building operations, which naturally affects the demand for interior hardwood finish.

EVANSVILLE

The market is showing a little improvement in quartered oak, there being a disposition to shade prices in some quarters. However, as a rule prices are holding up well. Poplar is a little quiet. Plain oak and ash remain active. There is a good demand for all the cheaper grades of hardwoods. Hickory is a little quiet, but in view of decreasing supply of this wood, manufacturers say the market will show increased demand soon.

KNOXVILLE

The hardwood trade for the past two weeks has been fair, with a considerable demand for high grade oak and poplar in all thicknesses. Chestnut and ash seem to be slow sellers. Deal-

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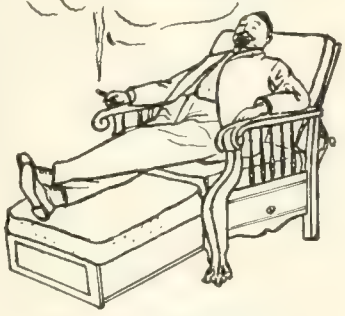
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ers expect a curtailment of orders until after the first of the year. However, they are buying heavily in anticipation of a good business after Jan. 1, owing to the scarcity of dry stock and the improved condition of business generally. Quartered oak has shown some signs of awakening, numerous inquiries having been received by the dealers in this section. Mantel and furniture factories are running to full capacity and it is the general opinion that 1912 will be a good year in hardwood circles. Collections are good.

MEMPHIS

Perhaps the most striking development in hardwood circles recently has been the growing strength of cottonwood resulting from the expansion in the demand therefore. Both the lower and higher grades are in good request, while prices are higher than they have been for some time. The lower grades have been freely bought by box manufacturing firms and the supply immediately available has been measurably reduced. The good demand for No. 1, No. 2 and No. 3 common cottonwood also finds reflection in the lower grades of gum, which are in very satisfactory request at the moment. The market for the upper grades of sap gum has recently broadened somewhat, and there is a very good business doing therein. Red gum is still in active call, with prices well maintained. Quartered white oak is rather slow in all grades, particularly No. 1 common. Quartered red, on the other hand, is moving well, and, while prices show no tendency to advance, they are quite steady at the prevailing level. There is only a fair business in ash and cypress. Poplar is offering in only moderate quantity and the market is broad enough to take care of what is placed on sale. There are very few orders calling for anything beyond immediate shipment, and manufacturers here are doing all they can to place themselves in a position where they may take care of such prompt-shipment business as they can secure. The export business shows a slight tendency toward improvement and altogether members of the trade here are inclined to take a little more cheerful view of the outlook.

NASHVILLE

There has been a better volume of business than was expected on the local hardwood market during the past month. While great activity is not expected to develop until after the close of the annual inventory season, the demands for prompt shipments to fill out low stocks in the hands of the retailers and the consuming factories have been good on the local market. There has been much activity among the box manufacturers, which in itself is a good indication of the general condition of business. There has been a freer movement of lumber on the Cumberland river during the past week, and large lots of logs are in the upper river section awaiting a good tide to be transported to this market. Prices continue steady, no changes of moment being reported of late. The car manufacturing companies are more active with orders for additional rolling stock. The furniture manufacturers are still busy. Plain white oak has been the leader in the demand. Low-grade poplar and red gum are in good call. Hickory and walnut are active. The demand for chestnut, elm and ash is about normal.

BRISTOL

Hardwood lumbermen of Bristol report little change in trade conditions during the past fortnight. A fair volume of business is being done, and lumbermen seem convinced that toward spring trade will be more brisk. Manufacturing has not yet been seriously handicapped by the weather, and the majority of the mills are now running and will do so as regularly during the winter as the weather will permit. Shipments for December thus far have been fair.

LOUISVILLE

December is proving to be productive of but light buying in the Louisville hardwood lumber market. However, this state of affairs is seasonable, with consumers usually preferring to hold over until the new year with their buying. The extremely optimistic feeling of the latter fraternity is viewed by the lumber trade as an auspicious sign of a successful year from the start-off of 1912. Stocks in the hands of consumers are light at present and there is every indication for prices to rule steady after the first of January. Poplar is now the best seller in the Louisville trade while plain red and white oak are also in good demand. Quartered oak is moderately good. The mahogany trade is excellent as regards both demand and prices.

ST. LOUIS

While the volume of business being done is good, it is made up of small orders. Prices generally are being maintained all along the line. However, some concessions are being made by dealers who have a surplus of stock on hand to be disposed of. Dealers in this section have been carrying small stocks, and they need replenishing quite often.

There is a fairly good demand for red and white oak, and also for the better grades of red gum. There is nothing new in quartered oak conditions, although the demand is not dull. Ash continues quiet. There is a fairly good demand for poplar, firsts and seconds, selects in wide widths being most in demand. There is also a fair demand for cottonwood. Box boards are scarce and can be sold at a good price. There is a seasonable call for northern maple and birch, and the same conditions prevail for hickory and several other items of the minor woods. The cypress trade for this season of the year is good.

MILWAUKEE

The hardwood trade is keeping up fairly well as a result of a better demand from manufacturing plants. Wholesalers say that business is much better than at this time a year ago, despite the fact that the building season is nearing an end. According to the present outlook, an unusually good trade should be received after the opening of the new year when inventories have been completed and trade in all lines begins to take on new life.

Considerable trouble is being experienced in filling orders for the upper grades of birch, as stocks in this line are getting low. Demand is better for No. 2 and No. 3 birch and stocks are getting scarce even in these grades. Oak is moving well and maple is holding up better than was anticipated.

SAGINAW VALLEY

The trade in hardwood lumber has held up remarkably well. The movement has been active and prices firm. There is estimated to be twenty-five per cent less hard maple in dealers' and manufacturers' hands at this time than a year ago. Birch and beech have also been scarce with a good demand. There has been a marked improvement in basswood since early in the season. Stocks of dry lumber are reported generally light.



"LET'S TALK IT OVER"

WE WISH you to feel that The Jackson Lumber Co. is to the lumber trade what Marshall Field or Wanamaker's are to the dry goods and furnishings trade or what Tiffany's is to the jewelry trade.

Disappointments and dissatisfaction in quality and service are expensive to you.

We guarantee you against dissatisfaction and our reputation and financial worth is our bond.

We are experts in the making of lumber and our specialty is QUARTERED OAK.

It is made smooth, absolutely true to thickness, is seasoned so that it dries uniformly and is straight, bright and clean. In grade you get all that the grade calls for, as we do not "skin" out special widths nor extra grades.

Just at this time we have some specially nice stock in

7/16" No. 1 Common & better Qrt. White Oak, bone dry, running largely to strips, cut for parquet flooring trade.
4/4" 1st & 2nd Qrt. White Oak, all guaranteed good figure and good, plump thickness.
5/8" No. 1 Common Qrt. White Oak, thoroughly dry, straight, clean stock.
5/8" No. 1 Common Qrt. Red Oak, good figure, dry, cut from nice soft timber.
5/8" & 3/4" No. 1 Common Plain Red Oak, good widths, dried straight and of high grade.
4/4" x 2" to 4" Quartered White Oak strips, clear but for bright sound sap, are all straight, bright and clean.

If you will let us know what your lumber requirements are, we will consider it a privilege to advise you, giving you the benefit of an expert knowledge and experience.

JACKSON LUMBER CO., JACKSON, TENN., U.S.A.
Bandsawn Cabinet Lumber and Rotary Cut Veneers

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Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

WE WANT A HARDWOOD SALESMAN.

Prefer young man with some knowledge of hardwoods, to locate at Buffalo and represent us. Must be strictly sober. Address, giving full particulars in first letter, "BOX 125," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

For Sale: We manufacture lumber and Dimension Stock at our large Band Mill, Stoneville, Miss. Let us figure on your wants.
N. BUTLER HAYNES TIMBER CO.,
Memphis, Tenn.

FOR SALE

[illegible] quartered white oak 2 years old 2-3 at 2" 1-3 at 1½" 1-3 at 1¼" 1,000 ft. 2½, 2½ and 3" at log grade No. 1 common wide. CHAS. F. SHIELDS & CO. Cincinnati, O.

FOR SALE.

10,000 mulberry posts. Can be cut to size to suit trade.
AMERICAN FOREST CO., Portland, Ark.

PLOW AND WAGON STOCK

1 carload plow handle strips, hounds and felloe stock cut to order.
SPATT-WORTHINGTON CO., Crofton, Ky.

FOR SALE.

Several cars of persimmon wood, either in log lengths or billets.
AMERICAN FOREST CO., Portland, Ark.

FOR SALE

1 car White Ash Strips ⅞"x1"x30", ⅞"x1¼"x30" and ⅞"x1½"x30".
S. N. BROWN & CO., Dayton, Ohio.

WANTED

to hear from parties requiring quarter-sawed White Oak Flitches. Address
"BOX 107," care HARDWOOD RECORD.

We wish to move the following thoroughly dry stock, on sticks 12 months.

BAY POPLAR

17 M ft. 1x13 to 17" 1sts and 2nds.
190 M ft. 1x6 to 12" 1st and 2nds.
88 M ft. 1x4 and wider, No. 1 common.
465 M ft. 1x4 and wider, long run.

SAP GUM

53 M ft. 1x13 to 17, 1sts and 2nds.
486 M ft. 1x6 to 12, 1sts and 2nds.
325 M ft. 1x4 and wider, No. 1 common.
420 M ft. 1x3 and wider, No. 2 common.
300 M ft. 1x3 and wider, No. 3 common.

Send us your inquiries and we will be glad to name you very attractive prices.

AMERICAN LUMBER & MANUFACTURING COMPANY,
Pittsburg, Pa.

LUMBER WANTED

WANTED

To contract for a quantity of Quartered Oak Chair Backs.
THE WISCONSIN CHAIR CO.,
Port Washington, Wis.

WE WANT FOR DELIVERY

At Cleveland, O., couple cars each 6-4" and 8-4" No. 2 common and better Butternut, either northern or southern stock. Can also use a small amount of 4-4" and 5-4" No. 2 common and better Butternut.
THE F. T. PEITCH CO., Cleveland, O.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.
THE COLUMBIA MFG. CO.,
New Philadelphia, O.

WANTED--OAK TIMBER AND PILING

3 and 4-inch White Oak; also mixed Oak; also 12x12 Timbers and Piling of all kinds.
CONTINENTAL PILING & LUMBER CO.,
1205 Merchants' Loan & Trust Bldg.,
Chicago, Ill.

WANTED: 5x5 WHITE MAPLE

Second-growth dry, 5 to 10 years old for sawing pins. Address M. J. BERNHARD
720 Jefferson St., Buffalo, N. Y.

GREEN OAK PLANK AND

Green Dimension Oak.
20 carloads 2¼" and 2½" plank.
No. 1 common and better.
20 carloads 2x5½x6½ ft. clear.
20 carloads 2½x6x7 ft. clear.
Will inspect at shipping point if quantity warrants sending an inspector.
THE SICKLESTEEL LBR. CO., Detroit, Mich.

MACHINERY FOR SALE

2 Railroad Cross Cut Saws.
1 Combination Cross Cut and Rip Saw.
1 Self feed Rip Saw.
1 Endless Bed Planer.
1 Wonder Sander.
1 – 24" Double Exhaust Fan.
S. N. BROWN & CO., Dayton, O

LOGS WANTED

LOGS WANTED

Hard Maple Logs 22 inches and up diameter top end, 10 to 16 feet long; Rock Elm Logs 12 inches and up diameter top end, 15 to 30 feet long. Will accept logs at point of shipment when three or more carloads are ready for inspection.
THE BRADLEY COMPANY, Hamilton, Ont.

WANTED—WHITE OAK

Veneer logs and quarter-sawed white oak veneer flitches. SANDERS & EGBERT CO.,
Goshen, Ind.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

For Sale: Veneer Logs a specialty: finest mottled and plain Gum Logs in America.
N. BUTLER HAYNES TIMBER CO.,
Memphis, Tenn.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED—SEVERAL CARLOADS OF

Birch Squares 1"x1"x49" long
THEO. J. ELY MFG. CO., Girard, Pa.

DIMENSION STOCK FOR SALE

WANTED

Dimension orders for Maple, Beech and Birch to be cut from 4-4 stock, any length, 10" or under.
OHIO VALLEY BENDING CO.,
Parkersburg, W. Va.

BUSINESS OPPORTUNITIES

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago

PARTY OWNS WOODENWARE

plant of four lathes, well equipped and with extra good kilns; timber resources and financial affairs first class, but on account of other business can not give it proper attention.

To right party will sell smaller or greater interest at reasonable price, but he must be man of ability and able to take entire charge.

This offer will stand strictest investigation as well as parties owning it. Address

"BOX 117," care HARDWOOD RECORD.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,

537 So. Dearborn St., Chicago.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St.,

CHICAGO

WANTED TO SELL

To a strong, Competent Manager of a hardwood plant, I will sell an interest in a plant that has great possibilities. Address

C. W. ROBINSON,

720 Whitney-Central Bk. Bldg., New Orleans, La.

HARDWOOD TIMBER AND MILL

For sale. Will sell both or will sell timber and lease mill. Liberal terms to right party. Address "BOX 119," care HARDWOOD RECORD.

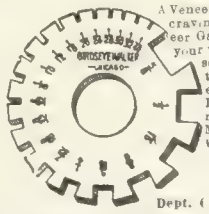
A GOING LUMBER BUSINESS

In the Republic of Panama.

We offer for sale at a very low figure, one of the choicest mill and timber propositions in the Republic of Panama. It is a going proposition and consists of mills, railroad and equipment, logging outfit, buildings, boat, barges, etc., and a tract of the finest hardwoods to be found in that country, which will cut from 1½ to 2 billion feet. This proposition is located on navigable water. The entire cut can be contracted at good prices. This proposition is worthy of attention and will stand the closest investigation. Shall be glad to furnish further data on request.

J. W. ROBINSON, Wells Bldg., Milwaukee, Wis.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1/40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.95 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.

Dept. C WALKER BIRD'S EYE

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

FRED D. SMITH

HARDWOOD LUMBER

1337-1343 North Branch St. CHICAGO

E. H. KLANN

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.

Wholesale and Retail

HARDWOOD LUMBER

Southern Hardwoods a Specialty

2048-2084 Dominick Street, CHICAGO

Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.

Established 1881

HARDWOOD LUMBER, TIMBER and TIES

CHICAGO

Long Distance Phones: CANAL 3190-3191

Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.

HARDWOOD LUMBER

22nd Street and Center Avenue

CHICAGO

WM. A. EAGER

FISHER BUILDING

Sound Wormy Chestnut

A SPECIALTY

McParland Hardwood Lumber Co.

873-88 Laflin St.

HARDWOODS

I Buy Rejected Lumber.
Buy Mixed Car Lots.
Also Store and Sell Hardwood on Commission.

GENIO WALLACE

Storage Yards — 1436 Cherry Ave.

Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



The Log Scaler

"What Will the Harvest Be?" This man knows. Hear him figure—"Ought is an ought and carry the one," and there you have it. He knows what the log SHOULD produce.

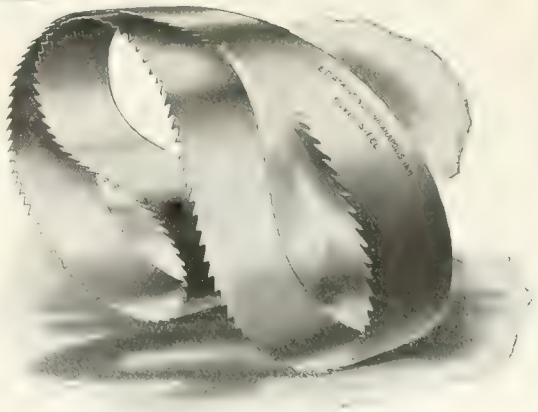
But do **you always** get full production out of each individual log? Are you getting the most lumber at the least cost? That's the question.

Atkins SILVER STEEL Saws

They are the careful man's insurance of least saw cost, anyway. SILVER STEEL Blades hold their teeth, points and tension longest with least refitting. Their scientific construction makes them the cheapest Saw in the long run. Try them the next time and we'll prove this statement.

ATKINS ALWAYS AHEAD!

See that your next equipment bears the name of ATKINS. Order from your usual source. But specify ATKINS SILVER STEEL. If you have any trouble getting the Genuine article in this way, write to the nearest address below.



E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

Home Office and Factory, INDIANAPOLIS

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle. Canadian Factory: Hamilton, Ont.

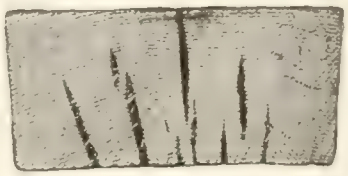
CIRCULAR SAWS — Inserted Tooth and Solid Tooth for all purposes.

BAND SAWS—All sizes and specifications.

CROSS CUT SAWS—Segment Ground and made of SILVER STEEL.

MACHINE KNIVES

General Selling Agents for Covel Filing Room Machinery



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

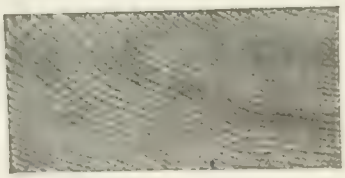
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

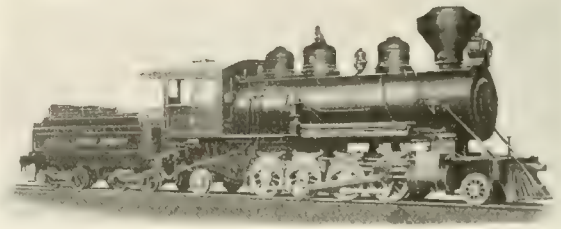
Grand Rapids Veneer Works
MICHIGAN



THE BALDWIN
LOCOMOTIVE WORKS
PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

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ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Spalding Bldg.

Cable Address:—"Baldwin, Philadelphia."



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. **Write Today for Catalog and Prices**

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

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TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

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NEW YORK SAW WORKS
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IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
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EXTRA QUALITY



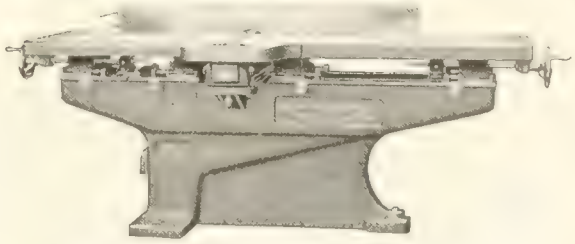
Recommended for hard service and guaranteed to do the work

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THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

230 Randolph Street, CHICAGO
ESTABLISHED 1882

Woodworking Machinery
H.B. SMITH MACHINE COMPANY SMITHVILLE, N.J.



A Model Hand Planer or Jointer

Shannen Refrigerator Works
BUILDERS OF HIGH GRADE
Market, Hotel and Restaurant Refrigerators
UNDER THE SHANNEN PATENTS
SHOW CASES, BANK, OFFICE AND STORE FIXTURES
PHONE ATLANTA 647 PHONE BELL M 3260
601 EAST FAIR ST

Atlanta, Ga., October 28th'11

Messrs. H.B. Smith Company
Smithville,
N.J.

Gentlemen:-

Enclosed please find our check to cover balance of account to date.

The 12" Hand Planing machine has been installed and we are pleased to advise that same is giving the very best service possible, and we are well pleased with this machine, as we are with all machines purchased from your Company.

Thanking you for past favors, we beg to remain,

Yours very truly
Dwight P. Warren
Manager

VPW/AL

The Jointer above referred to is the most substantial in design and embodies all improvements of any value, including a New Round Combination Head.

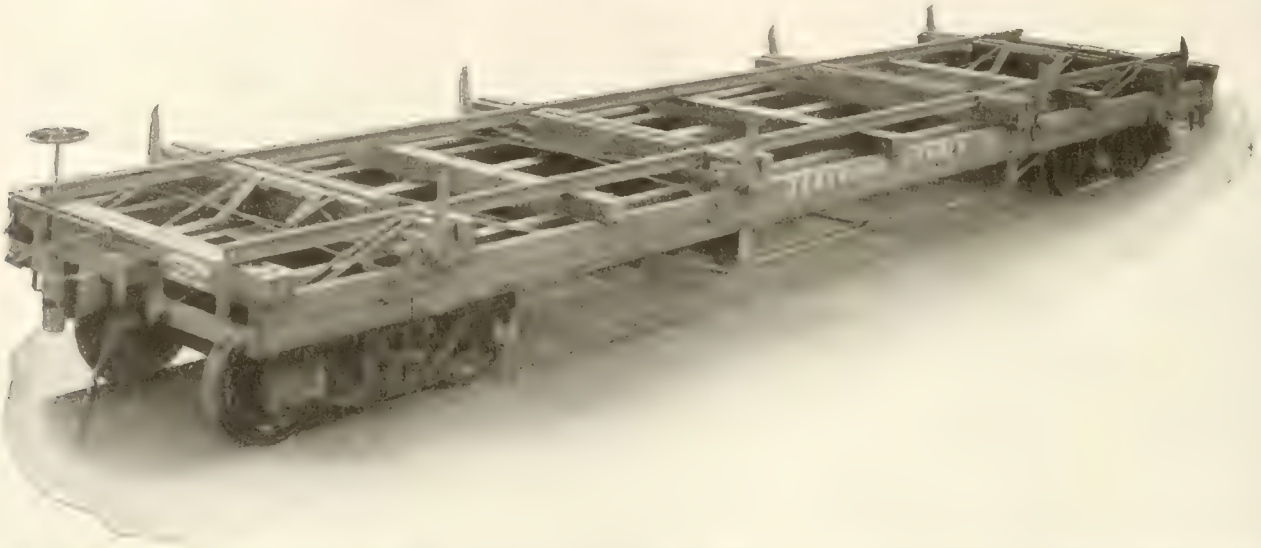
For further particulars concerning above and other Wood-Working Machines, address

H. B. Smith Machine Co.

Smithville, N. J., U. S. A.

Offices
New York Chicago Atlanta Memphis

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS

YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**

The CHEAPEST HARDWOOD LOGGING

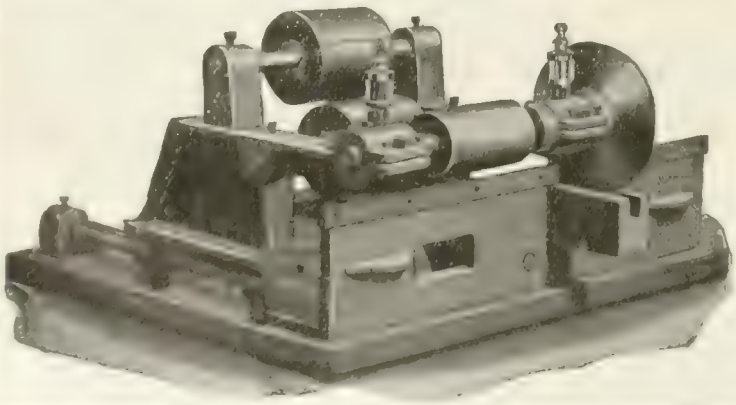
IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
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Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
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BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

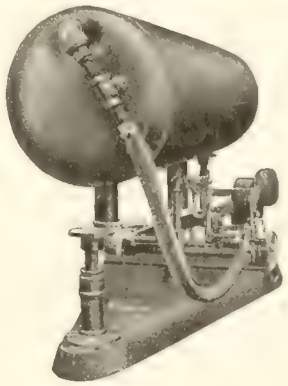
Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

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CHICAGO, ILL. 318 Fisher Bldg. C-113 | NEW ORLEANS, LA. 421 Carondelet St. | SAVANNAH, GA. 501 Germania Bk. Bldg.





The

Morehead Condenser Trap makes its own Vacuum

and PULLS the accumulated water and air out of your steam lines, insuring rapid circulation. Enables you to cut down your boiler pressure on direct heating systems.

Particularly adapted for use in connection with reduced pressure and Exhaust Steam Heating Systems, Dry Kilns, Dryers, Fan Stacks, Etc.

Write for Particulars and Trial Trap

Morehead Mfg. Co.

Dept. "8" **Detroit, Mich.**

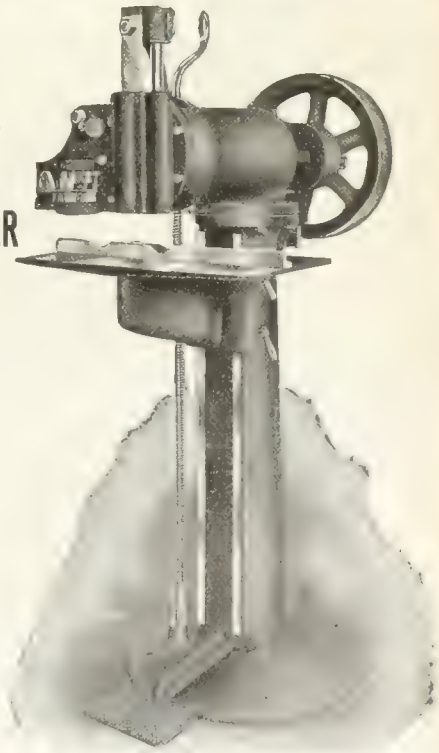
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New York Philadelphia Chicago San Francisco Los Angeles
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

Cook and Heat Your Glue with Electricity

Westinghouse Electric Glue Cookers

are made in six capacities, from 3 to 25 gallons, for preparing batches of glue liquid and for keeping it hot after it has been prepared, ready to replenish the glue pots.—A feature that insures a working temperature in the shortest time is that almost immediately after electric current is turned on water is vaporized and passes through the circulating pipes into the upper portion of the water vessel. Thus vapor is supplied before the whole body of the water is heated to a vaporizing temperature.



Section Through a Westinghouse Glue Cooker



Westinghouse Portable Glue Pot, Dismantled

Westinghouse Electric Glue Pots

are made in both bench and portable styles. The portable glue pots are in six capacities, from ½ pint to 4 quarts. They are readily carried to, and used in, any part of the shop where there is a suitable electric socket connection. The glue is always maintained at the right temperature. The bench type glue pots are designed to be installed permanently in a hole recessed in a bench top.

Catalogue section 431 gives full particulars

Westinghouse Electric & Manufacturing Co.

East Pittsburg, Pa.

Sales Offices in Forty American Cities

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

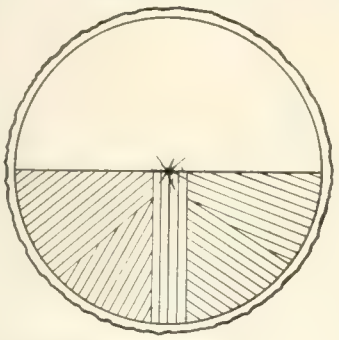
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LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

INDIANA

WHERE THE BEST HARDWOODS GROW



We show herewith the end of an OBO Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

J. V. STIMSON & CO. **OWENSBORO, KY.**

Grades that Make Good

Cypress

Cottonwood

Oak, Ash

Gum & Elm

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS OHIO

We wish orders immediately for

1 car 6/4 No. 1 Com. & Better White Oak.
3 cars 4/4 No. 1 Com. White Oak.
5 cars 4/4 No. 2 Com. White Oak.
7 cars 4/4 No. 3 Com. White Oak.
2 cars 8/4 Sound square edge oak plank.
200,000 feet 4/4 No. 1 Com. Poplar.
5 cars 4/4 Sound Wormy Chestnut.
2 cars 6/4 Sound Wormy Chestnut.
2 cars 4/4 Log Run Basswood.
2 cars 6/4 Log Run Hickory.

The above stock is all well manufactured and dry. Grades, first class.

SEND US YOUR INQUIRIES

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

5 C L 8/4 1 & 2 Hard Maple
5 C L 6/4 1 & 2 Hard Maple
HIGH CLASS MICHIGAN STOCK
1 year dry

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

Wisconsin Land & Lumber Company

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BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER

Basswood Siding, Ceiling, and Moulding

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

BASSWOOD

50,000	4/4 1s & 2s.
150,000	4/4 No. 1 Com.
75,000	4/4 No. 2 Com.
40,000	5/4 No. 1 & 2 Com.
30,000	6/4 1s & 2s.

SOFT ELM

50,000	5/4 No. 2 Com. & Better
30,000	6/4 No. 2 Com. & Better
30,000	6/4 1 & 2 Com.
100,000	5/4 & 6/4 No. 3 Com.
50,000	8/4 No. 1 Com. & Better
30,000	10/4 No. 1 Com. & Better
50,000	12/4 No. 1 Com. & Better

BIRCH

150,000	4/4 1 & 2 Com.
11,000	5/4 1s & 2s.
12,000	5/4 No. 1 Com.
35,000	5/4 No. 1 Com. & Better
35,000	10/4 No. 1 Com. & Better

MAPLE

100,000	4/4 1 & 2 Com.
250,000	4/4 No. 3 Com.
40,000	5/4 1s & 2s.
150,000	5/4 No. 1 Com.
30,000	5/4 No. 2 Com.
50,000	6/4 No. 1 Com. & Better
25,000	8/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4	Plain Red Oak 1 Com.
24000	6/4	Plain Red Oak 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.
72000	4/4	Pl. White Oak 1s & 2s.
143000	4/4	Pl. White Oak 1 Com.
47000	5/4	Pl. White Oak 1 Com. & Better.
28000	4/4	Qtd. White Oak 1s & 2s.
47000	4/4	Qtd. White Oak 1 Com.
12000	8/4	White Ash 1s & 2s.
13000	10/4	White Ash 1s & 2s.
24000	16/4	White Ash 1s & 2s.
70000	4/4	Cottonwood 1s & 2s.
110000	4/4	Cottonwood 1 Com.
20000	8/4	Cottonwood Log Run.
112000	4/4	Cypress Shop & Better.
26000	5/4	Cypress Shop & Better.
48000	6/4	Cypress Shop & Better.
31000	8/4	Cypress Shop & Better.
26000	4/4	Gum 1s & 2s Red.
27000	4/4	Gum 1s & 2s Sap.
25000	4/4	Gum Boxboards 13"-17".
38000	5/4	Gum Log Run.
20000	6/4	Gum Log Run.

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.

Mill Connections Soperton, Wis.

Storage Yard in Connection

Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

WELSH & KERRY CO., Reed City, Mich.

MANUFACTURERS OF

High-Grade Michigan MAPLE, BEECH and BIRCH FLOORING

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

The Scott & Howe Lumber Co., Ironwood, Mich.

MANUFACTURERS OF

HIGH-GRADE NORTHERN HARDWOODS

We solicit your inquiries for special cut Basswood, Birch, Black Ash and Michigan Gray Elm for spring and summer delivery.

We make what is known as the "SCOTT & HOWE" grade. A sample car will convince you that it is right.

¶ We sell to CONSUMERS AND LEGITIMATE WHOLESALERS ONLY; and will not accept orders that call for a certain percentage of a choice lower grade mixed with a higher grade.

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH, NO. 2 & BETTER, 4/4–12/4
ASH, NO. 2 & BETTER, 4/4–12/4
ELM, NO. 2 & BETTER, 4/4–12/4
BASSWOOD, NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000' 4/4 1st & 2nds Black Ash
70,000' 4/4 No. 1 Com. & Bet. Basswood
11,000' 8/4 No. 2 Com. Basswood
10,000' 4/4 1st & 2nds selected Red Birch.
10,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch
25,000' 8/4 1st & 2nds Birch.
10,000' 12/4 No. 1 Com. & Bet. Birch
15,000' 8/4 No. 2 Com. & Bet. Birch.
17,000' 4/4x11" & up 1st & 2nds Hard Maple.
17,000' 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000' 8/4 No. 1 Com. & Bet. Hard Maple
3,000' 10/4 No. 1 Com. & Bet. Hard Maple.
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000' 16/4 No. 1 Com. & Bet. Hard Maple

SOUND WORMY CHESTNUT

Cut at our own Heidelberg, Kentucky, Band Mills

55,000' 8/4
165,000' 4/4

4/4 No. 1 Common Chestnut
4/4 FAS Quartered White Oak.
4/4 FAS Plain White Oak.
4/4 1sts & 2nds Yellow Poplar, 7" to 17".
4/4 Clear Saps Yellow Poplar.

Please write us quickly for low prices

THOMAS FORMAN COMPANY .·. DETROIT

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

J. HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
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OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave.

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(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC
FANCY WOODS

Tabasco, Cuban and East-Indian
MAHOGANY
Lumber and Veneers

DOMESTIC VENEERS
and Glued-Up
Panel Stock

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Great Lakes Veneer Co.

ROTARY CUT

VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar
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Well manufactured, thoroughly
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

PENROD

Walnut and Veneer Co.
KANSAS CITY, :: :: MO.

Rotary Cut Red and White Oak
High Grade Walnut Veneers
PLAIN AND FIGURED LONG AND BUTT WOOD

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OF THE U. S.

WISCONSIN VENEER COMPANY
RHINELANDER, WIS.

DOOR and CABINET VENEERS
in OAK, BIRCH and ASH

LARGEST PRODUCERS OF DOOR STOCK IN THE COUNTRY. MODEL MILL, IN HEART OF BIRCH BELT OF WISCONSIN. UNEQUALED SHIPPING FACILITIES. WE CARRY A LARGE STOCK IN STANDARD SIZES.

¶ **THE WISCONSIN LUMBER AND VENEER CO., of Port Washington, Wis.,** ARE SPECIALISTS IN THE PRODUCTION OF AUTO DASHES, BENT CHAIR BACKS AND SEATS, OPERA CHAIRS, AND EVERYTHING IN PANELS AND BUILT-UP VENEER. WE CAN GIVE YOU QUALITY AND SERVICE.

Panels for Chicago trade carried in stock at 1140 West Lake St., Chicago.
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MANUFACTURERS OF
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THIN LUMBER
PANEL STOCK
LOUISVILLE KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

KENTUCKY VENEER WORKS
ROTARY CUT
GUM, POPLAR, OAK
SAWED AND SLICED
QUARTERED OAK, MAHOGANY
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"Frost Quality" Veneers
Recognized Standard for 35 Years
Table Tops—Chair Backs
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Flat and Bent
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Quality the Best
Prices Right *Deliveries Prompt*
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PROMINENT SOUTHERN MANUFACTURERS

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We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.

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YARD TRADE A SPECIALTY

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Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

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We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

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Let us know when you need any, we handle the best that grows

also

HARDWOODS

of all kinds

GEORGE LITTLEFORD, CINCINNATI

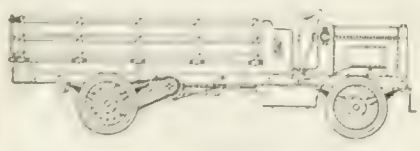
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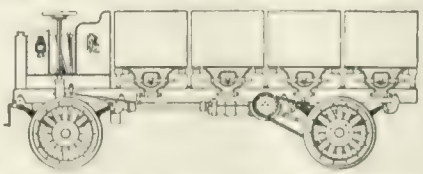
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"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

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PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
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WANT TO MOVE
2 cars each 3" and 4" bone dry No. 1 Common and Select Poplar
3/8" and 13/16" Select and Clear Plain Oak Flooring
1 car 5" Poplar Bevel Siding—10 M Clear, 30 M Select
1 car 6" Poplar Bevel Siding— 5 M Clear, 35 M Select

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

A FEW ITEMS OF DRY STOCK
WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-BAKER LUMBER CO., Sikeston, Mo.
SEND US YOUR INQUIRIES

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**
Sales Offices **Cape Girardeau, Mo.**

Louisiana Long Leaf Lumber Co.
Fisher, Louisiana

Diamond 4 L Co. Brand

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A GUARANTEE OF PERFECTION

Frank Purcell Kansas City U. S. A.
Exporter of Black Walnut Logs

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FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY
LAUREL, MISSISSIPPI
MANUFACTURERS

Long Leaf Yellow Pine
Domestic and Export Trade
150,000 FEET DAILY

H. H. HITT
Manufacturer of Hardwood Lumber

To clean up our yards, we offer the following at specially attractive prices for immediate acceptance and delivery:

4/4 Plain White Oak	No. 1 Common	3 cars
4/4 Plain White Oak	No. 2 Common	1 car
5/4 Plain White Oak	1s and 2s	1 car
5/4 Plain White Oak	No. 1 Common	1 car
4/4 Qtd. White Oak	1s and 2s	1 car
4/4 Qtd. White Oak	No. 1 Common	4 cars
4/4 Poplar	No. 1 Common	2 cars
4/4 Poplar	No. 2 Common	2 cars

All of the above is manufactured from the famous Tennessee Valley timber.
PRICES ON APPLICATION
FALKVILLE, ALABAMA

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WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company
CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

500,000	feet	6/	Hardwood Grain Door Boards
900,000	feet	1"	No. 3 Common Hard Maple.
19,000	feet	5/4"	No. 3 Common Hard Maple
12,000	feet	8/4"	No. 3 Common Hard Maple
600,000	feet	4/4"	No. 3 Common Birch
250,000	feet	5/4"	No. 3 Common Birch
28,000	feet	6/4"	No. 3 and No. 3 Common Birch
100,000	feet	4/4"	No. 3 Common Soft Elm.
100,000	feet	6/4"	No. 3 Common Soft Elm.
54,000	feet	6/4"	No. 2 Common and Better Soft Elm.
65,000	feet	4/4"	No. 2 Common and Better Soft Elm. Jackets
200,000	feet	8/4"	No. 2 Common and Better Rock Elm.
40,000	feet	8/4"	No. 3 Common Rock Elm

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

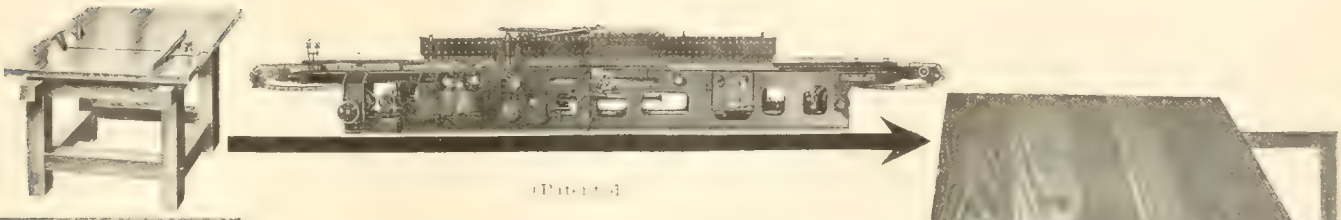
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LINDERMAN AUTOMATIC
DOVETAIL GLUE JOINTER

How jointing lumber by the short cut—rip saw to the sized panel without lumber waste in one automatic operation—saves money.



TAPERING WEDGE JOINT
WELDS THE LUMBER TOGETHER

Think of the advantages the Dovetail Glue Jointer would mean to your factory—the convenience of jointing lumber without clamps, or transferring the stock from one machine to another just one machine at one automatic operation to take your lumber from the cut-off saw without having to stop, size or match the top before going to the jointer.

Just feed all widths into the machine, getting any size panel you want, without any waste of lumber.

This simple and economical way of putting lumber together on the Linderman Automatic Dovetail Glue Jointer is being used in more than thirty furniture factories. It has increased the efficiency of every one of these factories. The dovetail method is saving them at least sixty-six and two-thirds per cent in labor and glue, and does away with their lumber waste. It produces a Tapering Wedge Dovetail Glue Joint which forces the glue into the pores of the wood for an anchorage, making a joint that is stronger than the natural wood.

And from the results it is accomplishing on solid panels in the factories making your line of work, also from the tests made at Purdue University, it shows conclusively that it is stronger than the clamped joint. A table manufacturer in St. Louis told us only a few days ago that the Dovetail Glue Jointer was saving them five dollars and twenty-five cents per day in glue, and that they were now doing their jointing complete with four men where it used to take eleven men. The Dovetail Glue Jointer has paid for itself in several factories in less than a year's time. You need this machine in your factory—let us demonstrate its value on your own kind of lumber and finish.

A postal will bring all the particulars in detail

LINDERMAN MACHINE CO.
MUSKEGON, MICHIGAN

J. M. GILMOUR, 90 West St., N. Y. WOODSTOCK, ONTARIO E. V. PRENTICE, Portland, Ore.

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Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

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Poplar Bevel Siding—Mouldings Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

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W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR LUMBER CO.

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, DECEMBER 25, 1911 | Subscription $2. Single Copies, 10 Cents.

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MAHOGANY, VENEER

HARDWOOD LUMBER

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All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

35,000 ft. 5/8 Sap Poplar.
110,000 ft. 5/8 No. 1 Common Poplar.
40,000 ft. 5/8 No. 2 Common Poplar.
220,000 ft. 1" No. 1 & 2 Poplar.
40,000 ft. 1" No. 1 & 2 Qtd. Poplar.
70,000 ft. 1" No. 1 Common Poplar.
113,000 ft. 1" Sap Poplar.
60,000 ft. 1" No. 1 Common Poplar.
240,000 ft. 1" No. 2 Common Poplar.
125,000 ft. 2" No. 2 Common Poplar.
50,000 ft. 1½" No. 1 Common Chestnut.
30,000 ft. 2" No. 1 Common Chestnut.
160,000 ft. 1" No. 1 & 2 Qtd. White Oak.
270,000 ft. 1" No. 1 Com. Qtd. White Oak.
140,000 ft. 1½" Log Run Bass.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

"CHICKASAW BRAND" OAK FLOORING

Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



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DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

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Bone Dry for Immediate Shipment.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard. Soft. Band Sawn. Dry Stock. Can ship Straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

Can ship in mixed cars direct from our Nashville yard, Oak, plain or quarter sawn; Red or White Poplar; Ash, Chestnut and Hardwood Flooring, giving benefit of mill prices.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY

PHILADELPHIA, PA.

Harris & Cole Bros.

Durabuilt

OAK AND RED GUM

TRIM AND MOULDINGS

and OAK and RED GUM FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
CEDAR FALLS IOWA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. December 11th, 1911

DRY STOCK LIST

4/4	Basswood No. 1 Common	200 M
4/4	Beech No. 3 Common	74 M
4/4	Birch 1s & 2s Red	4 M
4/4	Cherry No. 3 Common & Better	10 M
4/4	Gray Elm No. 2 Common & Better	27 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
8/4	Rock Elm No. 2 Common & Better	20 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Maple No. 3 Common	200 M
4/4	Elm & Basswood No. 4 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. December 11th, 1911

1x6	Basswood No. 1 Common	18 M
1x7	& up Basswood No. 1 Common	9 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step. 1s & 2s	9 M
4/4	Maple and Beech No. 3 Common	90 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

750,000	ft.	5/4 No. 3 Common Beech & Maple,
400,000	"	6/4 No. 3 Common Beech,
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
40,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.
2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.
2 Cars 6/4 1st and 2nd.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.
15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.
15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.
EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.
70 M ft. 6/4 No. 1 Common and Better.
6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin — Finest Oak in the State

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, CHICAGO, ILL.

READY FOR SHIPMENT

COTTONWOOD

165,000 feet 1" 1s & 2s Cottonwood.
195,000 feet 1" No. 1 Common Cottonwood.
410,000 feet 1" No. 2 Common Cottonwood.

COTTONWOOD BOX-BOARDS

50,000 feet 9 to 12", bone dry.
150,000 feet 13 to 17".

CLEAR OAK SQUARES (DRY)

7,600 pcs. 2 x2 -16½".
7,000 pcs. 2 x2 -19".
2,500 pcs. 2 x2 -24".
3,800 pcs. 3 x3 -12".
200 pcs. 3½x3½ & 4x4-30".
224 pcs. 4 x4 -30 & 32".

GUM

2 cars 1" 1s & 2s Red Gum 12', 10% 10'.
3 cars 1" 1s & 2s Red Gum std. lghs.
4 cars 1" No. 1 Common Red Gum.
4 cars 1½" 1s & 2s Red Gum.
2 cars 1½" No. 1 Common Red Gum.
3 cars 2" 1s & 2s Red Gum, Bone Dry.

SAP GUM

5 cars 1" 1s & 2s Sap Gum.
9 cars 1" No. 1 Common Sap Gum.
150,000 feet 1" 13 to 17" Gum Boxboards, bone dry.

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

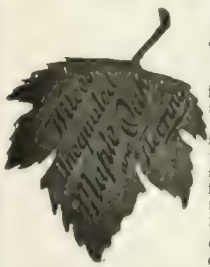
Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO
TEL. NO. HARRISON 7303

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

HURD'S DRY STOCK LIST

I GUARANTEE PROMPT SHIPMENT
RIGHT PRICES, STRAIGHT GRADES

WIRE, PHONE, OR WRITE FOR PRICES

100,000 ft. 1" 1s & 2s Red or White Oak.
100,000 ft. 1" No. 1 Com. Red or White Oak
50,000 ft. 2" No. 1 Com. Red Oak
50,000 ft. 2" 1s & 2s Red Oak
75,000 ft. 1" No. 1 Com. & Bet. Gum
25,000 ft. ⅝" No. 1 Com. Sap Gum

GOOD ASSORTMENT OF SIZES LOUISIANA RED CYPRESS

JOHN S. HURD
Wholesale Lumber
1521 Harris Trust Bldg., CHICAGO

IT WILL PAY YOU

To investigate several choice bargains I have to offer in well selected tracts of

PINE OR HARDWOOD TIMBERLANDS

JOHN C. SPRY, CHICAGO, ILL.
206 La Salle St.

J. RAYNER VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK

Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1878

20 West Jackson Blvd. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES
CANAL 1830
CANAL 1831

CAIRO--MOUND CITY

THE LOGICAL SHIPPING POINT

Taps the Finest Hardwood Timber in the World; Perfect Shipping Facilities Guarantee Perfect Service; It will pay you to write the Concerns Represented Below.

WE WANT A CARRIAGE AND WAGON WOODWORK PLANT

We would like to negotiate with a competent manufacturer to locate a manufacturing plant at Mound City. Moderate capital only required, but we want the right man.

To such a man we can offer a free site on the banks of the Ohio River, with switch tracks connecting with two railroads.

Plenty of low-cost lumber; low-priced labor; cheap coal; electric power and light; interurban cars.

We can help such a man to establish a very profitable business in this prosperous manufacturing community. We need you and you need us. Write to Roy N. Adams, Secretary, Commercial Club, at

MOUND CITY, ILLINOIS

O. P. HURD, Jr. & CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS, POPLAR COTTONWOOD and CYPRESS

1 car Common and Better Qtd. White Oak.
10 cars 1" 1 & 2 Plain Red Oak.
20 cars 1" No. 1 Common Plain Red Oak.
3 cars 1" 1 & 2 Plain White Oak.
5 cars 1" No. 1 Common Plain White Oak.
1 car 1" 1 & 2 Poplar.
1 car 5/4 Saps Poplar.
2 cars 5/4 Common Poplar.
3 cars 4/4 1 & 2 Cottonwood.
2 cars 5/4 1 & 2 Cottonwood.
3 cars 2" 1 & 2 Cypress.
½ car 1" 1 & 2 Cypress.

Band Saw Mill and Yards
SELMA, ALA.

Office and Yards
CAIRO, ILL.

Thomas McFarland Lumber Co.

THOMAS McFARLAND, President & Treasurer

SOUTHERN HARDWOODS
Box 261
Cairo, Illinois

We can ship immediately from dry stock:

One car 4/4 1s & 2s Plain White Oak
One car 6/4 1s & 2s Plain Red Oak
One car 8/4 1s & 2s Plain White Oak
Two cars 8/4 No. 1 Com. Plain White Oak
Two cars 8/4 No. 1 Com. Plain Red Oak
One car 4/4 Sap & Select Poplar
500,000 ft. of other Dry Hardwoods

The H. B. BLANKS LUMBER CO., Cairo, Ill.

We have on hand the following High-Grade, Band-Sawed Stock, Dry and Ready for Immediate Shipment:

CYPRESS

4/4 Select	5,000 ft.	5/4 No. 2 Com.	93,000 ft
4/4 Shop	5,000 ft.	6/4 1s & 2s	108,000 ft
4/4 No. 1 Com.	8,000 ft.	6/4 Select	64,000 ft
4/4 No. 2 Com.	15,000 ft.	6/4 Shop	44,000 ft
5/4 1s & 2s	85,000 ft.	6/4 No. 1 Com.	40,000 ft
5/4 Select	160,000 ft.	6/4 No. 2 Com.	14,000 ft.
5/4 Shop	63,000 ft.	8/4 1s & 2s	95,000 ft.
5/4 No. 1 Com.	100,000 ft.	8/4 No. 1 Com.	8,000 ft.

OAK

Plain Red		Quartered Red	
4/4 No. 2 Com.	60,000 ft.		
4/4 1s & 2s Panel, 12" & up	18,000 ft.	4/4 Panel, 10" & up	6,000 ft.
4/4 Box Boards, 8 to 12"	25,000 ft.	4/4 No. 1 Com.	100,000 ft
4/4 1s & 2s	50,000 ft.	4/4 Panel, 18" & up.	8,000 ft.

RED GUM

4/4 1s & 2s	13,000 ft.	4/4 No. 1 Com.	25,000 ft.

SEND US A LIST OF YOUR REQUIREMENTS, AND LET US QUOTE YOU

Williamson-Kuny Mill and Lumber Co.

MOUND CITY, ILL.

WE OFFER THE FOLLOWING DRY STOCK

3 cars 4/4" No. 1 Com. & Bet. Qtd. White Oak.
1 car 4/4" 1st & 2nd Plain White Oak.
2 cars 4/4" No. 1 Common Plain White Oak.
1 car 4/4" 1st & 2nd Plain Red Oak.
2 cars 4/4" No. 1 Common Plain Red Oak.
1 car 4/4" 13/17" Cottonwood Box Boards.
2 cars 4/4" 1st & 2nd Cottonwood
2 cars 4/4" No. 1 Common Cottonwood

PRODUCERS FROM STUMP TO CAR OF HIGH GRADE LUMBER AND QUARTER-SAWED OAK VENEERS

¶ The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.

¶ If you want to employ the best system for tallying lumber, cover and specimen tickets will be sent on approval.

HARDWOOD RECORD, Chicago.

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

DECEMBER 1, 1911

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST & 2ND QRTD. WHITE OAK, 6" & UP				5,000	4,000	9,000	[illegible]	10,000	3,000			
1ST & 2ND QRTD. WHITE OAK, 10" & UP							26,000					
NO. 1 COM. QRTD. WHITE OAK, 4" & UP				2,000		5,000	[illegible]	6,000				
NO. 2 COM. QRTD. WHITE OAK							110,000					
NO. 1 COM. QRTD. WHITE OAK STRIPS							75,000					
1ST & 2ND PLAIN WHITE OAK, 6" & UP				3,000	22,000	10,000						
NO. 1 COM. PLAIN WHITE OAK, 4" & UP				2,000	3,000	24,000	15,000	27,000			7,000	3,000
NO. 2 COM. PLAIN WHITE OAK, 4" & UP							97,000					
1ST & 2ND PLAIN RED OAK, 6" & UP					2,000		147,000	30,000				
NO. 1 COM. PLAIN RED OAK, 4" & UP						60,000	15,000	14,000	18,000			
NO. 2 COM. PLAIN RED OAK							15,000					
NO. 3 COM. PLAIN RED OAK							13,000					
CORE STOCK							84,000					
1ST & 2ND RED GUM, 6" & UP		32,000	48,000	35,000	43,000	52,000	53,000	12,000	44,000	26,000	7,000	1,000
NO. 1 COM. RED GUM, 6" & UP	24,000	27,000	49,000	19,000	94,000	10,000	15,000	70,000	7,000	5,000		1,000
COM. & BETTER QRTD. RED GUM							80,000					
1ST & 2ND SAP GUM, 6" & UP		20,000	19,000	11,000	17,000	25,000	34,000	45,000	5,000	9,000		
1ST & 2ND SAP GUM, 18"& UP							31,000					
SAP GUM BOX BOARDS, 13" TO 17"							15,000					
NO. 1 COMMON SAP GUM, 4" & UP		4,000	31,000	50,000	43,000	10,000	19,000	30,600	8,030	3,000		
NO. 2 COMMON SAP GUM				20,000	35,000	1,000	173,000	3,000				
NO. 3 COMMON SAP GUM							30,000	40,000				
NO. 1 COMMON ASH									3,000	3,000		
NO. 1 COMMON & BETTER ASH										4,000		
NO. 3 COMMON ASH							14,000					
LOG RUN ASH							22,000					
NO. 1 & NO. 2 COMMON CYPRESS										10,000		
LOG RUN CYPRESS										78,000		
LOG RUN ELM									3,000	20,000		
TUPELO GUM BOX BOARDS, 13" TO 17"							5,000					
LOG RUN HICKORY										17,000		6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE ARE VERY ANXIOUS TO MOVE THE FOLLOWING STOCK:

200,000 FT. 12/4 LOG RUN SOUTHERN ELM.
75,000 FT. 6/4 LOG RUN SOUTHERN ELM.
200,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK.
100,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK.
170,000 FT. 4/4 NO. 1 COMMON QUARTERED WHITE OAK.
500,000 FT. 4/4, 6 TO 12″, 1ST & 2ND COTTONWOOD.
400,000 FT. 5/4, 13 TO 17″, 1ST & 2ND COTTONWOOD.
200,000 FT. 4/4, 22″ & UP, No. 1 AND PANEL COTTONWOOD.

WE WILL QUOTE YOU ATTRACTIVE PRICES IF YOU WILL WRITE US

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¼" No. 1 Com. Ash.
1 car 4/4 1 & 2 Ash—12".
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars 4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car 4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car 4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars 6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car 6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car 8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car 4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars 4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars 5/4 1's & 2's Chestnut, dry, good widths.
2 cars 5/4 No. 1 common Chestnut, dry, good widths.
10 cars 4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars 16/4 1's & 2's White Ash, very dry & tough.
2 cars 6/4 No. 1 common Hickory, very dry & tough.
1 car 8/4 No. 1 common Hickory, very dry & tough.
1 car 10/4 No. 1 common Hickory, very dry & tough.
1 car 12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide.
No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8/4 1s and 2s Quartered White Oak.
100 M 4/4 No. 1 Com. and Better Chestnut.
25 M 4/4 No. 1 Com. and Better Tough White Ash.

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD NO. 2.

2,000 ft. 4/4 1s & 2s Quartered White Oak.
7,000 ft. 4/4 [illegible] Qtd. White Oak Strips
82,000 ft. 4/4 No. 1 Com. Quartered White Oak.
46,000 ft. 4/4 No. 2 Com. Quartered White Oak.
16,000 ft. 4/4 Common & Better Plain Oak, largely White
6,000 ft. 4/4 to 8/4 Common & Better Ash.
1,000 ft. 4/4 Common & Better Walnut.

Send us your inquiries for delivered prices on this stock.
We also have at our Nashville Yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ We have a modern sawmill, planing mill, flooring and interior finish plant, at the same site where we have been engaged in the manufacturing lumber business for more than thirty years, and are thoroughly equipped with an intimate and accurate knowledge of every detail for the manufacture of specially high grade interior work and hardwood flooring.

¶ We carry no stock goods. Everything is manufactured complete from architects' specifications.

¶ Our oak and other hardwood flooring is made with absolute accuracy, and we guarantee end-matching, by means of machines of our own design, that has square corners and fits to a hair-joint.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

¶ Your inquiries are solicited.

H. S. MIZNER, Pres. — ED. MAPHET, Gen'l Manager
C. C. CANNON, Vice-Pres. — J. M. LOGAN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville
Branch Office and Yard
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

Want to Move Immediately

75,000 ft. 4/4 No. 1 Com. Plain Oak.
100,000 ft. 4/4 No. 2 Common Poplar.
60,000 ft. 5/4 Log Run White Pine.
40,000 ft. 4/4 1 and 2 Qtd. White Oak, Extra Fine Stock
15,000 ft. 12/4 1 and 2 Poplar.
12,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
10,000 ft. 12/4 No. 2 Common Poplar.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24″ and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

WE WANT TO SELL QUICKLY

1 car 4/4 Common & Better Quartered White Oak
1 car 4/4 No. 2 Com. & Better Quartered White Oak
1 car 4/4 1s & 2s Plain Oak
1 car 8/4 No. 2 Common Yellow Poplar

Dry, Equalized—Immediate Shipment

CINCINNATI
THE GATEWAY OF THE SOUTH

VENEER CONSUMERS
BEFORE PLACING CONTRACTS ON ORDERS FOR 1912
SEE WHAT CINCINNATI DEALERS HAVE TO OFFER

CINCINNATI The Leading Veneer Market of the World

OHIO VENEER COMPANY
OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.
We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)
All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**
Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

After January 1st we will have a large new line of

FIGURED MAHOGANY
CIRCASSIAN WALNUT
CURLY BIRCH
QUARTERED GUM
ROSEWOOD
QUARTERED OAK

AND ALL KINDS OF PLAIN VENEERS

Old Stock Will Be Disposed of at Greatly Reduced Prices

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks **Best Selections**
CINCINNATI, OHIO

Circassian WALNUT VENEERS
LAGUNA Mahogany LUMBER
The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For quick shipment we will make very low prices on the following. All this stock is band sawn and thoroughly dry.

1 car 4/4 1s & 2s Poplar
2 cars 4/4 No. 1 Com. & Select Poplar
5 cars 4/4 No. 1 Common Poplar
2 cars 5/4 No. 1 Common Poplar
3 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common Plain Oak
1 car 4/4 S. W. Chestnut
1 car 6/4 S. W. Chestnut
1 car 1x18 & up Panel & No. 1 Gum
2 cars 4/4 No. 1 Common Red Gum
1 car 5/4 No. 1 Common Red Gum
3 cars 4/4 1s & 2s Qtd. White Oak
2 cars 5/4 No. 1 Com. Qtd. White Oak
1 car 6/4 No. 1 Com. Qtd. White Oak
1 car 4/4 No. 2 Com. Qtd. White Oak

Do not hesitate to write us regarding anything in hardwoods, whether it appears on this list or not, as the stock listed here are only a few cars we want to move quickly.

We have first-class planing mill and can manufacture any of our stock to suit your requirements.

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Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

STOCK LIST

4/4 20 & 21" Panel Cottonwood	15 M
4/4 22 & 23" Panel Cottonwood	15 M
4/4 24 & 26" Panel Cottonwood	15 M
4/4 27" & up Panel Cottonwood	15 M
4/4 Common & Better Chestnut	15 M
8/4 Sound Wormy Chestnut, one year dry	100 M
6/4 Sound Wormy Chestnut, one year dry	50 M
4/4 13 to 17 Poplar Box Boards	15 M
5/4 Hard Maple, 1s & 2s, Michigan stock	35 M
Philippine Mahogany	6 M
4/4 13 to 17" Gum Box Boards	9 M
4/4 No. 2 Com. Sap Gum	200 M
4/4 Log Run Basswood	60 M

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Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

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JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com Qtd R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

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Are you sure that your Saws are cutting as fast and easy and holding up without refitting as long as your competitors'?

If not, don't you think it is about time to be sure of these things?

Atkins SILVER STEEL Saws

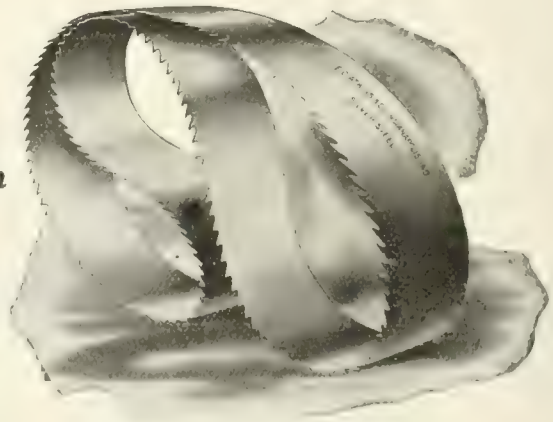
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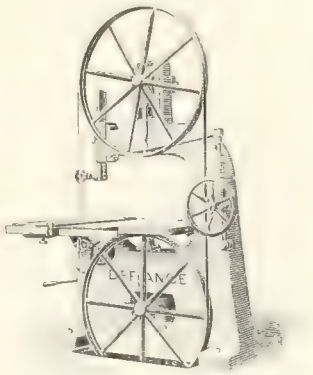
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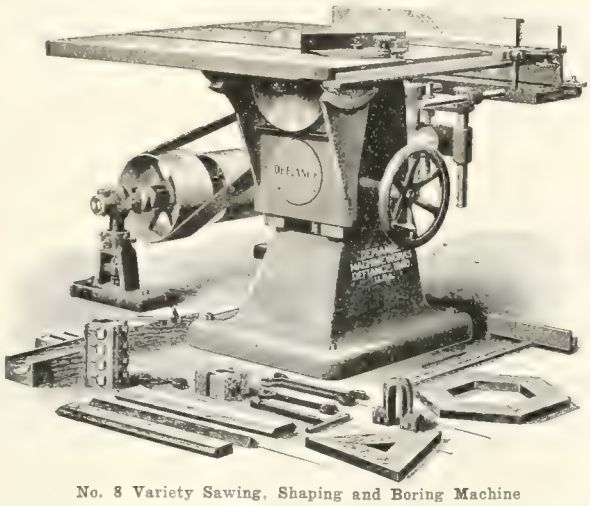
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Specialties:
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Our Specialty:
QUARTERED WHITE OAK
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All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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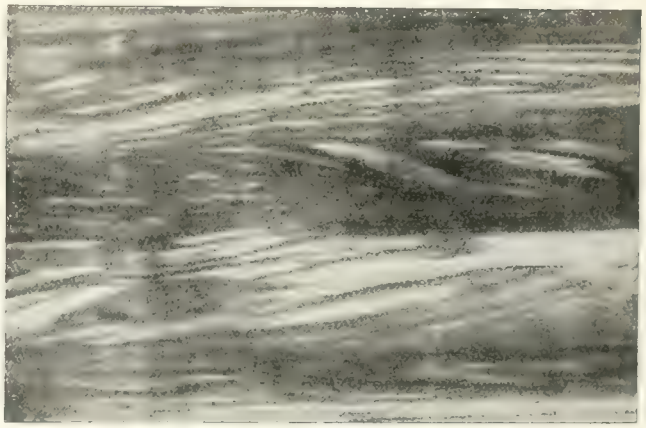
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Quartered Red Gum



Your first impression is that this wood is Circassian Walnut. And many people would not be able to tell the difference. Progressive manufacturers everywhere are using it. We cut all our Quartered Red Gum from choice logs in the Bottom lands of Arkansas, using nothing but 24" and up logs for this purpose. It is really cut for figure, and as shown in the picture. Runs good widths and mostly 12', 14' and 16' lengths. Grades, 1s & 2s and No. 1 Common. 5/8" to 3" in thickness. Veneers, 1/32" and thicker.

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WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

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FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

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WE WANT 5 4 No. 1 common Red Oak 8 4 No. 1 common Red Oak
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OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
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WE WILL NOT MIX GRADES

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WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

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OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

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¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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HEMLOCK HARDWOODS SPRUCE

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6/4 & 8/4 Sound Wormy Chestnut.
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6/4 & 8/4 No. 2 Common Basswood and Buckeye.

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5 cars 1" No. 2 Common Plain Red Oak.
1 car ½" 1st & 2nd Ash.
2 cars 1" 1st & 2nd Ash (6" to 9" wide).
1 car 1" 1st & 2nd Ash (10" to 12" wide).
1 car 1" 1st & 2nd Ash, 15" & up wide.
2 cars 1¼" 1st & 2nd Ash, 6" & up wide.
5 cars 1½" 1st & 2nd Ash, 6" & up wide.
1 car 2" 1st & 2nd Ash, 6" & up wide.
1 car 2½" 1st & 2nd Ash, 6" & up wide.

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, DECEMBER 25, 1911 No. 5

Editorial Comment

General Market Conditions

The most pronounced feature of the general market in the southern field is the scarcity of a great many items of dry stock, and the almost universal belief that the year 1912 will prove to be highly satisfactory from the point of view of sales and prices. Southern operators are reporting as a rule that they have had some difficulty in moving their stock during the last week or so on account of the taking of inventory. This is always expected, however, and it is the general belief that the inventories will show extremely low stocks on hand at consuming points, with the resultant quick awakening in demand after the first of the year and a decided stiffening in prices.

There is an absolute shortage of any quantity of the upper grades of plain red oak at practically all the large producing points in the South, and this stock promises not only to maintain the present strong level, but to increase in demand and consumption during the next six months. There are scattered reports of improvement in the quartered oak situation, but nothing much can be expected in this line under present conditions. The general idea is that low grades of almost all hardwoods are enjoying a strong demand, and in some woods these grades are practically impossible to buy, noticeably so in the varieties which are consumed by box manufacturers.

A feature which has helped the situation in that it has curtailed output, although it has greatly inconvenienced a great many of the manufacturers themselves, is the extremely rainy period which has prevailed throughout the South for some time. A number of the southern wholesalers have been compelled to actually turn down orders because they could not get stocks from which they had sold in time. This is a fairly general condition and will probably prove rather serious for some manufacturers along the lower Mississippi, who, should there be any decided improvement in demand after the first of the year, will not be able to take advantage of it, because they will not have accumulated sufficient dry stock.

A Michigan correspondent states that the impression given in the market conditions report in last issue of HARDWOOD RECORD that there is an overstock of No. 3 hardwoods in Michigan and Wisconsin, is erroneous. He alleges that the inventories of manufacturers who produce more than sixty per cent of the hardwood product in Michigan and Wisconsin show that there is a distinct shortage in this grade, and that a full dollar a thousand more is being obtained at the present time than was possible to secure sixty days ago.

The general situation in northern hardwoods is good, there being a comparatively short stock and a fair demand for all the standard woods, including maple, birch, beech, elm and basswood.

The general impression prevailing is that after the holiday and inventory season is over, there will be an increased demand for all varieties of hardwood lumber, and the first of the year will show very satisfactory trading.

Oak Lumber and Flooring on the Pacific Coast

A well-known lumberman of Portland, Ore., writes HARDWOOD RECORD that an impression seems to be prevailing in the East that Siberian or Japanese oak and oak flooring have supplanted the oak of the East on the Pacific coast. This correspondent states that this is a serious misapprehension of facts, and in the interest of the superior eastern oak and in fairness to the discriminating good sense and judgment of Pacific users of this material, he wishes to have the impression corrected. He states that for some time and until the fall of 1910, the hardwood flooring dealers of Portland were in a combination with the manufacturers of Siberian or Japanese oak to forward the use of this variety of wood, and discourage the use of oak from our own states east of the Rocky mountains. Gross misrepresentations were made to create a prejudice against the American product. These misstatements were broadly scattered going so far as to allege that the supply of oak stumpage in the United States was practically exhausted; that the stock shipped to the coast was all short lengths and culls, and when eastern oak was specified by builders and the better class of architects, Siberian or Japanese oak would often be wilfully substituted.

However, during the past year the interests of eastern oak have

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DEC 29 1911

been thoroughly looked after on the Pacific coast, and a campaign has been, and is still being waged, notably in Portland, where the public is finding out that eastern oak can be found and furnished, and is beginning to realize the great difference in value between the American product and the cheap Japanese substitute.

The writer notes that nearly four billion feet of oak lumber is produced in America annually from American forests, and the country is heavily exporting oak to Great Britain and the Continent, while probably not over ten to twelve million feet of Japanese oak is brought into the country annually. It has been found by architects and competent builders that the oriental oak fails as a substitute for American varieties, as it will not stand up under any reasonable test. It is coarse-grained, brash and softer than native oak, and has a great propensity to cup when made into flooring; and furthermore lacks the rich tone and fine texture of eastern oak.

As a matter of fact discriminating buyers will pay ten to fifteen dollars more for American oak than for the Japanese competitive wood. The more Siberian oak flooring is put into use, the harder it is to sell similar flooring to the same man for another house.

The writer believes these statements, which apply largely to the Portland district, to be equally true of Los Angeles and San Francisco. He thinks all will verify the statement that this eastern oak is in great preference, especially for flooring use, over the Siberian oak, and that the latter is steadily losing ground, notwithstanding that it is sold at cut-throat prices.

The writer continues that eastern oak and oak flooring manufacturers can disabuse their minds that Japanese oak flooring is in any danger of displacing American oak.

Forthcoming Lumber Association Meetings

The Nashville Lumbermen's Club will have its annual meeting and a dinner to sundry guests on Tuesday evening, January 16.

The Indiana Hardwood Lumbermen's Association will hold its annual meeting at Evansville on Thursday, January 18. This is the annual home-coming of every loyal Indiana hardwood man, and will doubtless be well attended.

The National Lumber Exporters' Association will hold its annual meeting at Washington, D. C., Thursday and Friday, January 25 and 26.

The Hardwood Manufacturers' Association of the United States will hold its annual meeting at the Sinton hotel, Cincinnati, O., on Tuesday and Wednesday, January 30 and 31. Secretary Doster promises a program that will make every hardwood lumberman "sit up and take notice."

The Yellow Pine Manufacturers' Association will hold its annual meeting at New Orleans on Tuesday, Wednesday and Thursday, February 6-8.

The annual meeting of the Lumber Sales Managers' Association will be held at the Auditorium hotel, Chicago, on Thursday and Friday, February 15 and 16. Secretary Klann and the committee having the program in charge promise a function that no lumber sales manager can afford to miss.

The National Wholesale Lumber Dealers' Association will hold its annual meeting in March, at a place yet to be designated.

The Wisdom of Knowing Where You Stand

The cartoon in this issue of HARDWOOD RECORD forcefully emphasizes not only the desirability, but the absolute necessity of every man in business, of which the lumber manufacturer or remanufacturer is no exception, of knowing "where he is at" commercially, at least once a year. This is the time for an annual appraisement of all property, the listing of assets and liabilities, and the striking of a balance. This is the only way the wise business man keeps cases on himself.

Today it is not safe to figure on exaggerated values in making appraisements, but every item should be scaled down to cash value. This is notably true of sawmill, planing mill and general woodworking equipment, while timber will still stand a good valuation.

Keeping Salesmen Posted

Too many lumbermen have men on the road who they evidently think are mind readers, because they rarely give them but few suggestions about many things pertaining to the calling in which they are engaged, on which they should be advised. There is something more to do for a lumber salesman than to turn him loose on the road with a stock list, a price list and fifty dollars of expense money. One live-wire hardwood wholesale house has a system of sending out on perforated slips, to be inserted in a loose-leaf stock list and price list book, a monthly digest of the lumber situation as it sees it.

HARDWOOD RECORD has been accorded access to a set of these slips, which of themselves are not only worth reading, but as suggestions to lumbermen as a basis for information to be sent traveling men is invaluable.

This is the gist of the information for December 15:

POPLAR: Supply fair; demand good in mill culls; be careful on No. 3 common, as it will advance.

QUARTERED WHITE OAK: Supply big in all grades; demand small in all grades; sell all grades, can supply Ohio and Indiana stock if required.

PLAIN WHITE OAK: Supply low; demand good; all grades, 5/4, 6/4 and 8/4 scarce, sell No. 2 and 3 common in 4/4; be careful on 5/4, 6/4 and 8/4.

PLAIN RED OAK: Supply fair excepting 5/4 and 6/4; demand good; sell all grades, but do not oversell on short items.

BUCKEYE: Supply fair, demand fair; sell log run, mill culls sold up.

BEECH: Low supply and fair demand, southern stock only can be handled satisfactorily in log run, can get full list in northern Ohio and in Michigan.

HICKORY: Supply fair; demand good, sell some 6/4 and 8/4 common and better by grades, Indiana and Ohio stock.

CHESTNUT: Supply common and better low; demand good; sound wormy supply still large; demand fair; push sound wormy and mill culls.

ASH: Supply 4/4 good, No. 1 common poor, probably an overstock; demand fair; supply of 5/4 and 6/4 fair with a fair demand, supply 8/4 poor and demand big, supply 10/4, 12/4 and 16/4 fair with fair demand; in this should sell not more than two-thirds firsts and seconds and one-third or more No. 1 common, especially tough stock from Ohio and Indiana field.

BLACK WALNUT: Supply low on high grades; demand good; sell only log run and common and better.

BASSWOOD: Northern stock in over-supply and moving slowly; southern stock in fair supply and moving fairly in grades, log run and better; No. 3 common northern supply is in fair supply, and demand big, bringing a premium of one to two dollars over any price since 1907, southern supply of No. 3 common low.

BIRCH: Northern supply fair; demand good, southern supply low; demand good; 5/4 and thicker scarce at all points of supply; sell all grades in moderate quantity.

HARD MAPLE: Both supply and demand fair, southern supply low with fair demand; sell 6/4 and 8/4 firsts and seconds extra good northern stock, and some 10/4, 12/4 and 16/4 southern log run stock.

The lumber salesman gets a lot of cussing for both inefficiency and for loafing on his job, but the average man is not endowed with prescience, and it often happens that he is very illy supported by the man he represents. However, perhaps the redoubtable Peter Kuntz' definition of a successful lumberman is worth quoting. Peter observes he is the man who can continually work three average lumber salesmen for five years without going into bankruptcy. This is a severe analysis, but there usually is not enough "team work" between manufacturing and wholesaling lumbermen and their sales force.

The success of many lumber concerns is jeopardized by bad sales methods, for which the lumber salesman is not particularly to blame, unless he has some one back of him to give him the right kind of instructions. The leaving of low prices in order to secure a possible order from some buyer who thinks he may want a car in the future is a woefully bad habit; and it is to be regretted that many salesmen do not put enough thoughtful and honest effort in their work to successfully overcome the complicated details of correct salesmanship. Many a sales manager devotes half his time in cleaning up transactions that his lieutenants on the road should have done for themselves.

No lumber house has reached the maximum of efficiency until all its sales employes have so mastered their work that they are diplomats in their calling.

The Failure of Steel Cars

There is an old saying that if rogues are given rope enough they will hang themselves, which observation is found duplicated in the history of the accidents being encountered by steel passenger cars. The terrible loss of life occasioned by the collision at Odessa, Minn., on December 18 (which is discussed in the article "Steel vs. Wooden Railroad Cars," in this issue), simply confirms the repeatedly expressed opinion of HARDWOOD RECORD that the steel car offers no increased safety to the traveling public, and in other respects is a dangerous and extravagant experiment.

It is doubtful if the steel trust, the Pennsylvania Railroad, or whoever was responsible for spending thousands of dollars in securing the publication in hundreds of daily newspapers during the last week of November, of a story reciting the alleged safety of steel cars as evidenced by the escape from death of the passengers in the train wrecked at Monmouth Junction, N. J., will find an account of this accident a suitable excuse for repeating this expenditure.

The result of Morganizing American business is growing worse and worse as time advances, and the only relief from this condition is through such a political upheaval coming about that the continuance of the pernicious methods employed by the money trust shall not be permitted. It may be very creditable on the part of the steel trust to attempt to secure a market for the vast over-production of steel that it is producing to enable it to pay dividends on both the money and water involved in its capitalization, but when it jeopardizes the lives of the entire traveling public in carrying on this steel and concrete car experimental work, it is time a halt were called.

If the money that has been expended by railroads in steel car purchases had been spent on road-bed, track and safety appliances, there would be but a small fraction of the danger in railroad travel that now obtains.

If this criminal experimentation with the lives of the public continues, the time may come when the McNamara brothers, confessed murderers that they are, will be considered angels of light as compared with those responsible for the killing of railroad travelers.

UNSOLICITED TESTIMONIAL

Thomas Forman Company

Manufacturers of

Forman's Famous
Oak and Maple Flooring
Oak and Maple Lumber

DETROIT, MICH.,

December 2, 1911.

HARDWOOD RECORD, Chicago, Ill.

Gentlemen:—Until further notice please use the following copy for advertisement in our space. We wish to state that we have had unusually good results from the advertisement which we have been running for the past two issues, and have sold practically the entire list of stock advertised.

Respectfully yours,

Dic. T. F. THOMAS FORMAN COMPANY.

Foreign Commerce of the United States During 1911

As before prophesied in HARDWOOD RECORD, the foreign commerce of the United States in the year about to end will show an increase of over two hundred million dollars, when compared with the immediately preceding year, and a larger total than any previous year of the country's commerce.

Imports, while falling below those in 1910 in the earlier months, have in the closing period of the year shown a marked increase, indicating that the total for the year will differ but little from that of 1910, which made the highest record in the history of the import trade.

Exports are larger than in any earlier year, and manufactures exported also make their highest record, reaching approximately one billion dollars in the calendar year of 1911. The approximate totals for the year are: Exports, over two billion dollars; imports, one and a half billion dollars, of which over one-half entered free of duty.

Wood and the manufactures thereof will show a total of about fifty million dollars, but cotton still remains the leading article of export, being ten times as great as lumber. Iron and steel is also making a new high record for the year.

Considered by countries, large increases occur in the exports to Canada, Germany, Netherlands, Japan, United Kingdom, Australia and Belgium, with lesser increases to South American countries, Cuba and China.

Advertising Lumber

Hundreds of uses to which steel and cement are being employed at the present time in the substitution of wood are entirely experimental. There is no one of sufficient scientific knowledge or generally wise enough to determine what the economic result in this substitution will demonstrate. That steel and concrete have their weaknesses for permanency, in fire-resisting qualities, in structural strength, in their inability to withstand shock, in their failure in fire-proof qualities and other features is well-known. Wood has a long and honorable history, as a result of its uses for centuries for a million purposes for which it now has stalwart competition. Fire insurance authorities recognize the superiority of wood over steel or concrete in its ability to withstand fire in slow-burning type of mill construction. It is well known that the panels of railroad cars, street cars and carriages, made of wood will withstand wear and tear and atmospheric conditions, with a modest cost of repair and repainting of well towards thirty years. It is well known that the structural strength of wood, when protected from the weather, remains intact for more than a century. When covered with paint, outside finish of many varieties of woods will have a permanence for a century of time. Wood has certain infirmities and weaknesses that can not fail to be recognized, but it also has so many surpassing merits over the majority of its substitutes that it is only a matter of presenting these facts in a just and scientific way to rehabilitate forest products in the high appreciation in which they have been held by the public since civilization began.

In exploiting wood it is only necessary to tell the truth about it; it is not necessary to indulge in buncombe to insure its recognition as the best material for thousands of economic purposes. It is not necessary to falsify, and state that any wood is "the wood eternal," or "defies all rot influences," because such statements are not the facts, and entail upon the advertisers severe criticism. The slogan "the wood that lasts," is just as forceful when applied to woods of longevity as the statements referred to, and inspires confidence in the advertisements that the others do not. An axiom of successful advertising is that "the truth, first, last and all the time," is the only kind that pays. The advertising that fails of just results is that which is misleading.

The Veneer and Panel Business

The condition of the veneer and panel business, as reflected by the proceedings of the National Veneer & Panel Manufacturers' Association, and by an analysis of the sundry papers read at its recent meeting, which are reproduced in full in this issue of HARDWOOD RECORD, indicates that this line of American industry is not in a remarkably prosperous shape. There is apparently an output

of sawed, rotary-cut and sliced veneer, and the resultant panel work, which is in excess of current demand. This situation has induced some producers to make very low prices in order to secure enough business to keep their plants going. Many have made concessions in the price of dimension sized panels that have resulted in scarcely trading an old dollar for a new one.

The consensus of opinion expressed at the meeting was that current prices on dimension sizes of both veneers and panels were not only altogether too low, but out of reasonable proportion to log run veneer product.

The lack of efficiency in manufacture, the problems of waste, and cost accounting were among the chief subjects discussed and analyzed. It is believed, considering the fact that there are more than one hundred less veneer plants in commission than there were two year ago, that very soon the veneer and panel business will probably come into an adjustment of supply and demand that will warrant a considerable increase in price, and result in putting the business on a more profitable basis.

What the Lumber Trade is "Up Against"

It has been suggested in HARDWOOD RECORD from time to time that it is doubtful if the average lumber manufacturer, in viewing both the decadence of volume and profit in his business, really knows what he is "up against." Here is one of many things:

In connection with this article there is a graphic table showing the increase of Portland cement production in the United States in the last two decades. This table is food for study for every lumberman. Think of it! From a paltry output of Portland cement in 1895 of five million barrels, the total has risen to more than seventy-five million barrels. A student of commercial affairs will ask himself if this is a natural increase, based on the superior merits of cement for materials it substitutes, or if the trade has been artificially and unnaturally stimulated. The answer is easy: There are many places in which cement is used where it is infinitely superior and more economical than wood, or any other material it has supplanted. On the contrary, it has been forced into utilization in many places where wood is not only manifestly better, but much the cheaper.

The demand has been forced, and has been forced by a system of exploitation with which the lumber trade unfortunately is unfamiliar. The Portland cement people expended more money in 1911 to exploit their product than the lumber industry has spent in its entire history, and they are spending it in a way that counts, as is evidenced by the increase in consumption.

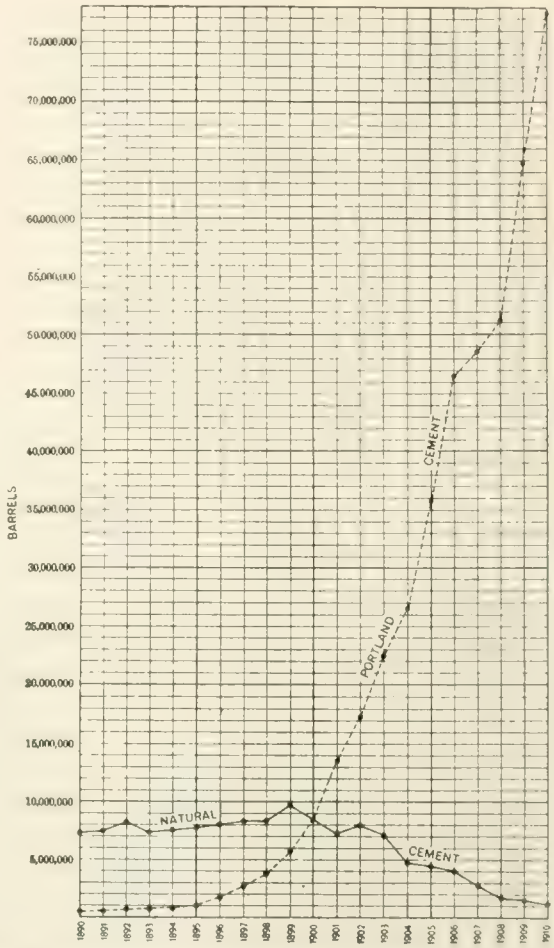
But other things in connection with this wonderful increase in cement consumption must be considered. This industry to a considerable extent is owned and controlled by the Universal Portland Cement Company and the Atlas Portland Cement Company, the majority of whose stock is said to be owned by the Morgan interests. This element of production of cement controls the cement situation to a large extent in all the territory of the United States, east of the Missouri river. It still has some competitors, but with the rule or ruin policy of Morganized business, many of these competitors are not in a very good standing with their banks.

Less than sixty-five cents a barrel at the mill will buy Portland cement at any point east of the Missouri river, which is about thirty cents a barrel less than the poorhouse price at which it was sold five years ago, and which represents a price at which no concern, save very large producers, working with ample capital and the highest efficiency, can produce the material on a cost basis.

A fierce competition is being waged against the independent plants, with an apparent effort to their ultimate absorption by the "money-trust," or wiping them off the commercial map. If either result be consummated, the public will not continue to buy Portland cement at this ridiculous price.

HARDWOOD RECORD has it on competent authority that the ukase has gone out from the powers behind the throne of the Universal Portland Cement Company, that it is expected that in the state of Ohio, for example, its sales force is required to increase its sales of cement during 1912 by twenty-five per cent over the volume of 1911. This means what? It means the forcing of cement against the utilization of other materials, regardless of superiority, and it furthermore means that the independent cement people doing business in any territory that the cement trust holds as its own, are going to do business at a good deal less than cost or shut up shop.

This fight for supremacy in the cement business being urged by the distinguished coterie of gentlemen with headquarters in Wall street, is fraught with great danger to the prosperity of the lumber trade.



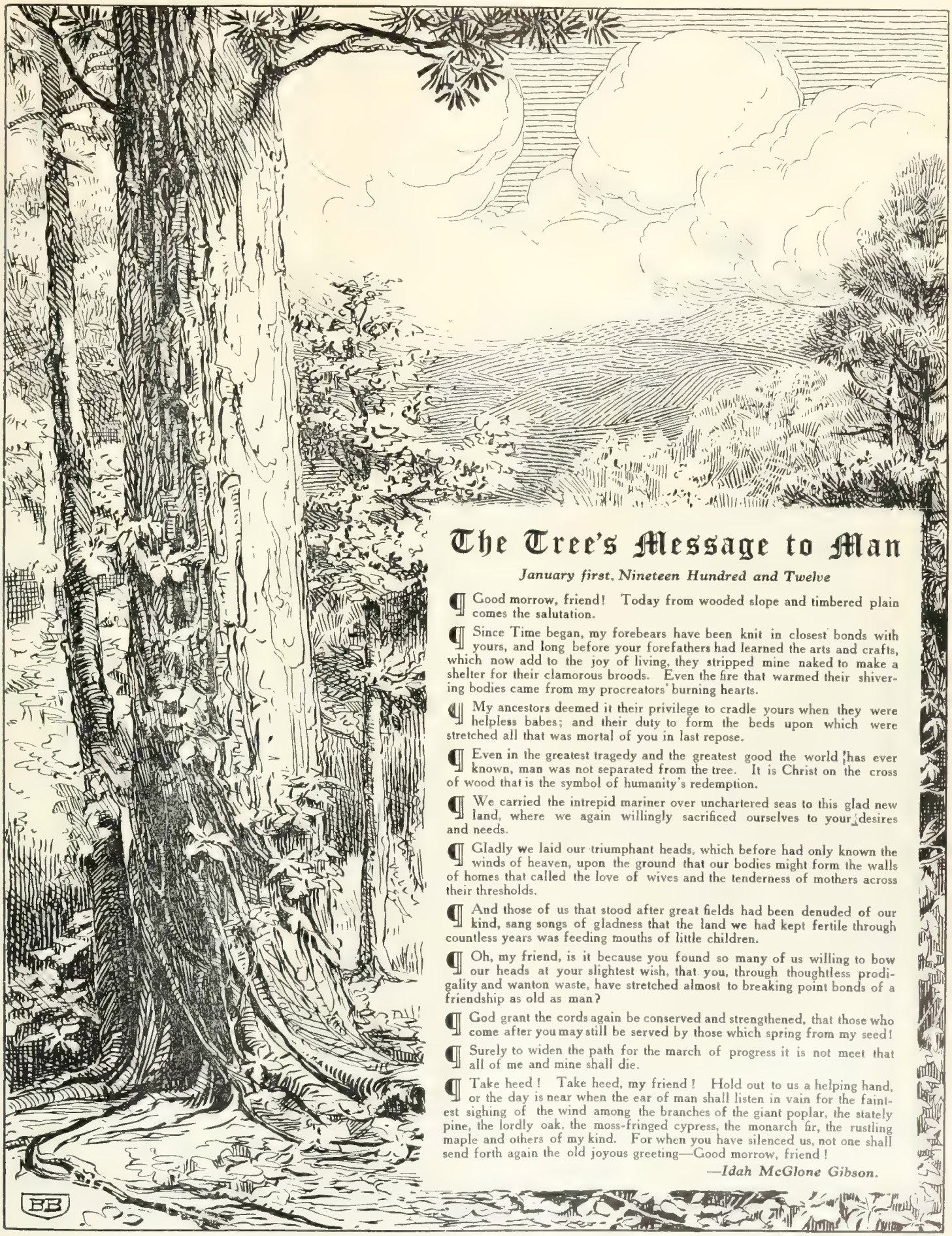
PRODUCTION OF PORTLAND AND NATURAL CEMENT 1890-1910.

Notwithstanding the repeated failures of concrete construction in dams, buildings, bridges and for other purposes, which are constantly coming to light, when the public can buy cement as a substitute for wood at less than the cost of production, it is still going to experiment with it, which will result in a still further decadence of lumber demand.

A campaign of education to the public in self-defense is the only recourse left to the lumber industry, and the sooner it goes about it, the less money it will cost to accomplish it.

Incidentally, the lumber trade has an excellent object lesson in the literature that is being put out by the cement industry. It publishes millions of alluring advertising and pamphlet literature, extolling concrete for both legitimate and illegitimate purposes, and it is literature in character of text, make-up and printing, that involves the most consummate skill in both demonstratable and specious argument.

It is a question whether the lumber trade wants to adopt the sales tactics of the cement industry or not—probably not—because the basic principle of selling cement by practically every institution is to sell it to anybody and everybody who has the price to pay for it, whether he be dealer, contractor or consumer. There is so little protection and profit to the dealer in cement that it is a marvel that any merchant will consent to handle it.



The Tree's Message to Man

January first, Nineteen Hundred and Twelve

¶ Good morrow, friend! Today from wooded slope and timbered plain comes the salutation.

¶ Since Time began, my forebears have been knit in closest bonds with yours, and long before your forefathers had learned the arts and crafts, which now add to the joy of living, they stripped mine naked to make a shelter for their clamorous broods. Even the fire that warmed their shivering bodies came from my procreators' burning hearts.

¶ My ancestors deemed it their privilege to cradle yours when they were helpless babes; and their duty to form the beds upon which were stretched all that was mortal of you in last repose.

¶ Even in the greatest tragedy and the greatest good the world has ever known, man was not separated from the tree. It is Christ on the cross of wood that is the symbol of humanity's redemption.

¶ We carried the intrepid mariner over unchartered seas to this glad new land, where we again willingly sacrificed ourselves to your desires and needs.

¶ Gladly we laid our triumphant heads, which before had only known the winds of heaven, upon the ground that our bodies might form the walls of homes that called the love of wives and the tenderness of mothers across their thresholds.

¶ And those of us that stood after great fields had been denuded of our kind, sang songs of gladness that the land we had kept fertile through countless years was feeding mouths of little children.

¶ Oh, my friend, is it because you found so many of us willing to bow our heads at your slightest wish, that you, through thoughtless prodigality and wanton waste, have stretched almost to breaking point bonds of a friendship as old as man?

¶ God grant the cords again be conserved and strengthened, that those who come after you may still be served by those which spring from my seed!

¶ Surely to widen the path for the march of progress it is not meet that all of me and mine shall die.

¶ Take heed! Take heed, my friend! Hold out to us a helping hand, or the day is near when the ear of man shall listen in vain for the faintest sighing of the wind among the branches of the giant poplar, the stately pine, the lordly oak, the moss-fringed cypress, the monarch fir, the rustling maple and others of my kind. For when you have silenced us, not one shall send forth again the old joyous greeting—Good morrow, friend!

—Idah McGlone Gibson.

Pert, Pertinent and Impertinent

Upset

Adown the stream of life, they said,
Together peacefully they'd float;
But, just as soon as they were wed,
They both began to rock the boat.

Oaks and Ads

"Great oaks from little acorns grow"
And furnish lots of lumber;
And big ads first were small, you know,
So "don't forget the number."

The Wrong Word

When May boastingly informs me
That she wears "imported dresses"
She would be, I think, more truthful
To say this: "Imported tresses."

Refinement of Ingratitude

"Republics are ungrateful," said the ready made philosopher.

"Perhaps," replied Mr. Chuggins; "but if you want a taste of real ingratitude, take a party of friends out for an automobile ride and listen to their sarcastic remarks if you happen to break down."—*Washington Star.*

What He Had

"I think the doctor is about through with me. Told me my ailment is practically cured."

"What did you have?"

"Three hundred dollars, originally."—*Courier-Journal*

You can usually tell a thinker by the things that make him silent.

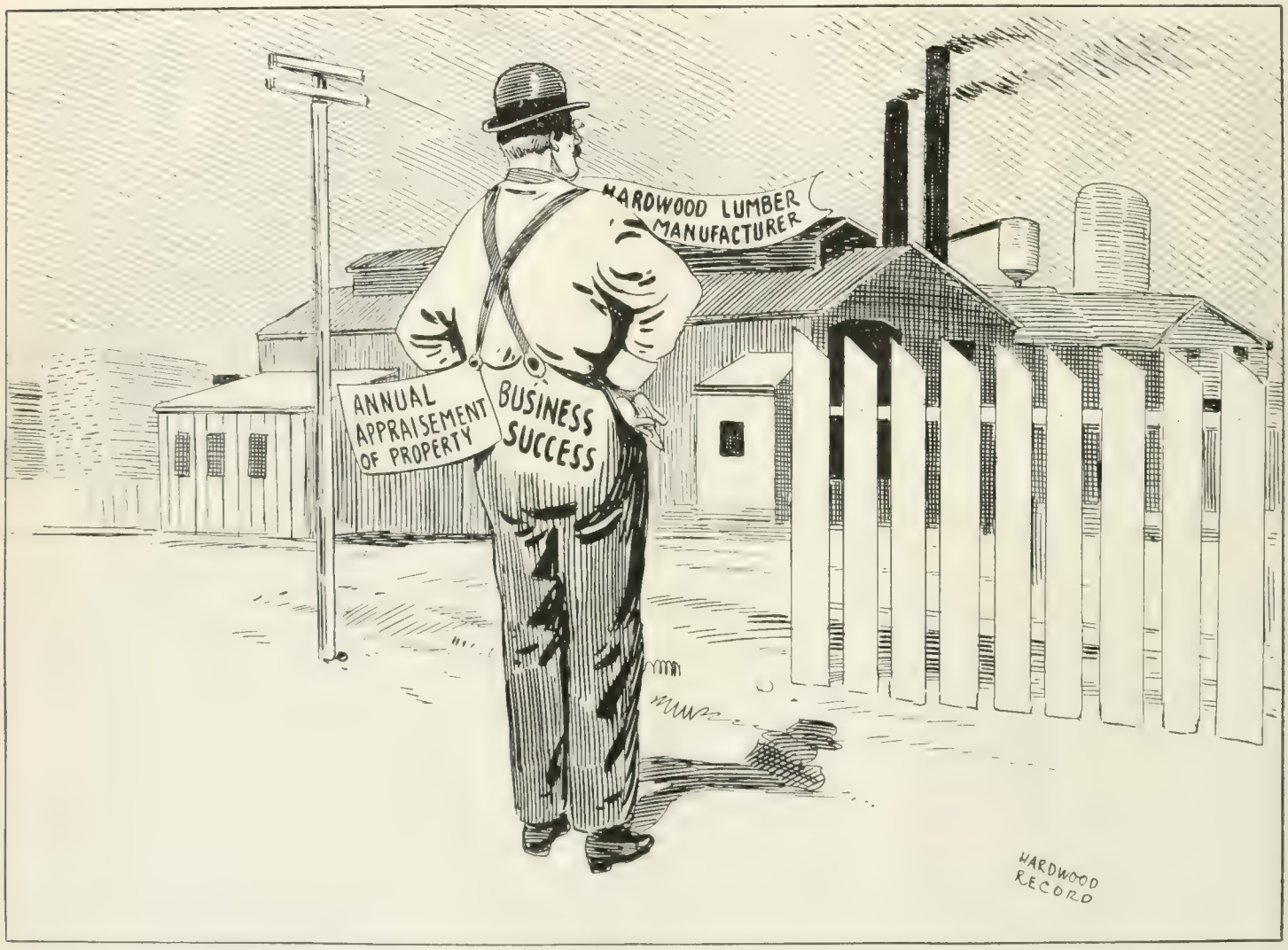
Quick at Figures

Gladys—The manager at the Frivolity selected twenty chorus girls in twenty minutes.

Totty—My word! Isn't he quick at figures?—*Variety Life.*

It is better to absorb knowledge than to have it driven in.

KNOWING "WHERE YOU ARE AT"



The Pants Buttons that Keep the Trousers from Bagging.

Quite Prepared

"What are you doing, my pretty maid?"
[illegible]
"You'd better be careful, my pretty maid."
[illegible]
"Is he going to marry you, my pretty maid?"
[illegible]
"I'll sue on his promise, sir," she said.
[illegible]

By Le Fouche Hancock

Wholly Innocent

The story is told by a traveling man of a pretty young lady who stepped into a music store in Springfield, Mo., the other day. She tripped up to the counter where a new clerk was assorting music and in the sweetest tones asked: "Have you 'Kissed Me in the Moonlight?'" The clerk turned half way around and answered: "It must have been the man at the other counter; I've been here only a week."—*Buffalo Commercial.*

Money is the champion long distance aviator

The Victor

Cassidy: "Harrigan was around today braggin' about th' b'atin' he gev Finnegan last Monda'."

Casey: "Last Monda'? Shure, that's near a week ago. 'Tis a wonder he wasn't around sooner."

Cassidy: "Aye, but it seems he only recovered from it this mornin'."—*Catholic Standard and Times*

Don't plant acorns today and expect them to be oak trees tomorrow.

Veneer Men in Conference

The annual meeting of the National Veneer & Panel Manufacturers' Association was held at the Auditorium hotel on Tuesday and Wednesday, December 12 and 13. Incident to the meeting were several conferences of rotary cutting and panel clubs, that are allied with the organization. The meeting was well attended, and great interest was manifested in the various papers read, and the discussions concerning them that ensued. The principal subject under analysis at this meeting, agreeable to previous arrangement, was the matter of cost accounting in veneer and panel production, and it was thoroughly thrashed out. The various papers read at the meeting find a separate place under distinct headings in this issue of HARDWOOD RECORD.

Owing to the unavoidable absence of President P. B. Raymond of Knoxville, the various meetings were presided over by First Vice-President C. T. Jarrell of Humboldt, Tenn.

President Raymond submitted the following address:

The President's Address

One of the pleasures that a man has in his lifetime is to address his fellowmen in the same line of business. This occurrence does not always come to all of us, but among the veneer men, it comes to the most of us, because there are so few of us.

I am still of the opinion that the association should take some interest in the conservation of the forests, which are fast going to waste and in a few years our supply will be exhausted. Laws should be passed protecting our timber. Especially, the small trees of today should be left to grow for future use, and for every tree that is cut down, another should be planted in its place. In this manner, our timber supply will last many years longer.

Why should our average price be lower than it was fifteen years ago? But such is the fact. Timber is scarcer, timber is higher and timber is poorer. Labor is higher, machinery is higher and everything that we have to do with, but our selling price keeps on going down. Where in the veneer business is a Rockefeller, Vanderbilt, Gould, Pullman, or even a man of medium millions?

Last year I called your attention to our code of ethics. It was made for the timber business and not for the veneer business. I would recommend that it be corrected to apply to our business and that our terms should be two per cent off for cash in ten days, thirty days net from date on invoice. Not sixty, ninety or one hundred and twenty days as is now being allowed and in some instances that I know of, two per cent off in one hundred and twenty days. We have to pay cash for our labor and everything that we buy, and in some instances pay for our logs six months before we get them cut up. Then why should we be compelled to wait an unreasonable length of time for our remittance?

The association has certainly done a great deal of good for the business and there is more that it can do, and I feel it the duty of every member



C. T. JARRELL, HUMBOLDT, TENN., PRESIDENT.



A. E. GORHAM, MT. PLEASANT, MICH., VICE-PRESIDENT.



C. H. BARNABY, GREENCASTLE IND., VICE-PRESIDENT

I first want to call your attention to the general need of co-operation in this business. It is strange to me that men in this business will not follow general business rules as are followed in other lines. For instance, in the steel and iron industries, in cereals, in tobacco, in oils, in banks and in railroads, and in fact, almost any other line but the veneer business. Other lines try to see how large a dividend they can pay, while in the veneer business, it seems to be just the opposite—how small a dividend they can pay. This is caused by several things.

First—In the lack of interest in a cost system.

Second—In trying to see how much cheaper we can sell than our competitors.

Third—In trying to make the stock better than the grade sold calls for.

Fourth—In trying to see how much more we can pay for our logs than our competitors, and several other things too numerous to mention. All this could be done away with through co-operation and these things should all be taken up by the different clubs and straightened out and a one-price system inauguratetd for stock of the same kind and grade, no difference where it is made.

A little over a year ago we published an inspection and credit book. This was done by co-operation and co-operation should have issued additions to this book, but interest seemed to lag and nothing more was done. Why can't we have this valuable book kept up, with monthly additions to it? We pay from $50 to $75 a year to publishers for others books for this very information and then we do not get information that our credit and inspection experience book gave us.

of the association to take interest and see that our association is srengthened.

Secretary-Treasurer Defebaugh made a spirited address urging a general overhauling of methods of doing business in the veneer and panel industry, with a view to putting the business on a better paying basis. He argued that the only reason for the unsatisfactory status of the industry at the present time was owing to the lack of information, co-operation, mutual confidence and nerve on the part of those engaged in it.

As treasurer Mr. Defebaugh made a report showing the association to be in a good financial condition.

The result of the discussion on a cost system was the appointment of a committee to carefully analyze the suggestions submitted in the several papers that were presented, and to report at the next semi-annual meeting a basis for a uniform cost system for the use of all manufacturers. This committee consisted of A. E. Gorham, chairman; E. W. Benjamin, H. E. Kline, R. C. Dayton and H. S. Willson.

In conformity with the suggestions made by President Raymond, on motion, section 6 of the Code of Ethics, referring to Terms of Sale, was changed to read: "two per cent discount in ten days, thirty days net."

On motion, Assistant Secretary Young was instructed to revise and bring up the credit rating book to date and to have a uniform blank printed for the convenience of members in reporting.

At noon, December 12, a buffet luncheon was served in the convention room, and the meeting was continued during the afternoon. At 6:30 o'clock on that evening an elaborate banquet, accompanied by a vaudeville entertainment, was served for members and their guests in faultless style by the Auditorium hotel management in one of its sumptuous dining rooms. Both the dinner and vaudeville entertainment were highly appreciated, especially so as Secretary Defebaugh succeeded in figuring out a bunch of musical talent among the veneer manufacturers, and even succeeded in organizing a singing quartette, consisting of Burdis Anderson, C. T. Jarrell, H. B. Sale and George R. Ford.

On the report of the committee on resolutions, the following resolution was adopted:

THE RESOLUTION

WHEREAS, Almighty God has summoned our friend Wm. S. Walker and taken from us a respected and esteemed associate, and

WHEREAS, we feel that in his death we have lost a zealous worker for the advancement of the interests of our association,

THEREFORE, we, the members of the National Veneer and Panel Manufacturers' Association, do hereby resolve that by the death of Mr. Walker we have lost a friend whose genial good fellowship and wise counsels were always helpful and highly appreciated, and further that a copy of this resolution be spread upon the minutes of this meeting and a copy of same be sent to Mrs. Walker with expressions of our profound sympathy in her bereavement.

This committee further offered a resolution of thanks, which was concurred in, to those who presented the interesting and instructive papers, to the retiring officers of the association, and to the management of the Auditorium hotel for its hospitality.

In the report of the nominating committee, the following were placed in nomination for officers and directors for the coming year, and were unanimously and enthusiastically elected:

PRESIDENT, C. T. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.

FIRST VICE-PRESIDENT, B. W. Lord, Chicago Veneer Co., Burnside, Ky.

SECOND VICE-PRESIDENT, A. E. Gorham, Gorham Bros. Co., Mt. Pleasant, Mich.

THIRD VICE-PRESIDENT, Chas. H. Barnaby, Greencastle, Ind.

SECRETARY-TREASURER, E. H. Defebaugh, Chicago, Ill.

ASSISTANT SECRETARY, Howard S. Young, Indianapolis, Ind.

DIRECTORS: F. E. Crandall, J. C. Hill, H. J. Barnard, S. G. Boyd, H. E. Kline, C. M. Lemke, M. W. Perry.

B. W. Lord broached the question of freight classification, and said that instead of manufacturing finished veneer that corresponded with the exact gauge specified, there was a material variation in thickness of manufacture as practiced by various producers. He stated that he had investigated this matter to some extent and thought it was a good opportunity at the present time to bring this matter before the classification committee, and perhaps have the matter of thickness eliminated, which would render it easier to make terms with the railroad, allowing all veneers to be classified so as to take lumber rates. This matter was referred to the railroad classification committee with instructions to report at the next meeting.

G. D. Crain, Jr., of Louisville, addressed the association on behalf of the Louisville veneer contingent and the Hardwood Club of Louisville, inviting the organization to meet in that city in its semi-annual convention. The association on vote accepted the invitation, and hence will hold its next meeting in that city.

M. B. Hilly of Chicago requested the privilege of presenting to the association the possibilities of increasing the consumption of veneer by a campaign of general publicity, and stated that if the association wished to take this matter up, he would be glad to outline a plan for a campaign. On motion the president was asked to appoint a committee to confer on the subject of general publicity, and report at the next semi-annual meeting. The president named as this committee F. W. Eggers, Wm. Thompson and E. H. Defebaugh.

The register of attendants was as follows:

[illegible] Grand Rapids Veneer Co., Muskegon, Mich.
[illegible] Mound City Veneer Co., Chicago.
[illegible] Memphis Veneer Co., Memphis, Tenn.
[illegible] Evergreen Manufacturing Co., Wausau, Wis.
Charles H. Barnaby, Greencastle, Ind.
[illegible] Indianapolis Veneer Co., Indianapolis, Ind.
[illegible] The Barrel and Box, Chicago.
E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.
W. E. Bonesteel, Worden Tool Co., Cleveland, Ohio.
S. G. Boyd, C. C. Boyd & Co., Cincinnati, Ohio.
G. D. Crain, Jr., HARDWOOD RECORD, Louisville, Ky.
J. E. Crandall, Crandall Panel Co., Brocton, N. Y.
R. C. Dayton, Wisconsin Veneer Co., Rhinelander, Wis.
E. H. Defebaugh, American Lumberman, Chicago, Ill.
H. L. Doty, Moose River Lumber Co., McKeever, N. Y.
J. T. Edwards, Medford Veneer Co., Medford, Wis.
Haines Egbert, Sanders & Egbert Co., Goshen, Ind.
F. W. Eggers, F. Eggers Veneer & Seating Co., Two Rivers, Wis.
George R. Ford, The Barrel and Box, Chicago.
H. H. Gibson, HARDWOOD RECORD, Chicago.
L. Reeves Goodwin, Miller, Franklin & Stevenson, Chicago.
Chas E. Gorham, Goshen, Ind.
A. E. Gorham, Gorham Bros. Co., Mt. Pleasant, Mich.
Thomas James, W. H. Gillen Veneer Co., Jackson, Ala.
C. T. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.
H. E. Kline, Louisville Veneer Mills, Louisville, Ky.
Henry Kreienbaum, Interstate Veneer Co., Emporia, Va.
C. M. Lemke, Underwood Veneer Co., Wausau, Wis.
B. W. Lord, Chicago Veneer Co., Burnside, Ky.
J. H. Mather, L. & I. J. White Co., Buffalo, N. Y.
Frank Morrison, Warren, Pa.
W. J. Munyan, Thomasville Veneer & Panel Co., Thomasville, N. C.
H. W. Nordyke, Adams & Raymond Veneer Co., Indianapolis, Ind.
H. A. Ostrander, Salamanca, N. Y.
M. W. Perry, Ahnapee Veneer & Seating Co., Algoma, Wis.
F. C. Rice, Gerry Veneer & Lumber Co., Sinclairville, N. Y.
F. A. Richardson, Michigan Veneer Co., Alpena, Mich.
H. B. Sale, Hoffman Bros. Co., Fort Wayne, Ind.
Wm. Schoenlau, Schoenlau-Steiner T. T. & V. Co., St. Louis, Mo.
H. E. Snyder, Louisville Veneer Mills, Louisville, Ky.
J. I. Staples, Northwestern Cooperage & Lumber Co., Gladstone, Mich.
Chas. Thompson, Cadillac Veneer Co., Cadillac, Mich.
W. T. Thompson, Diamond Veneer Co., Edinburgh, Ind.
R. W. Tuck, The Coe Manufacturing Co., Painesville, Ohio.
A. R. Vinnedge, Chicago.
Nathan M. Wilson, Pearl City Veneer Co., Jamestown, N. Y.
H. H. C. Weed, St. Louis Box & Basket Co., St. Louis, Mo.
H. S. Young, assistant secretary, Indianapolis, Ind.
F. L. Zaug, Wisconsin Veneer & Lumber Co., Port Washington, Wis.
A. F. Zimmerman, Kiel Woodenware Co., Mellen, Wis.

Warps and Twists Spell Neglect

There are really only two things that cause warps and twists in lumber and timber. One is a cross or twisting grain in timber and the other is careless piling or failure to properly pile.

In squares and the heavier timbers sometimes it is impossible, even by ordinary precautions in piling, to prevent a certain amount of warping and twisting, but with lumber careful piling will prevent practically all natural tendencies to warp and twist and it will do it so thoroughly that where one sees ordinary lumber that is warped and twisted it may be taken as a sign of neglect rather than a natural fault of the wood.

There are two kinds of neglect in connection with warps and twists in lumber. One is the leaving of it lying around exposed to the weather, and the other is neglect to use proper care when the lumber is piled. Almost any kind of a lumber pile with cross sticks in it is better than no piling, but it is not enough. The right kind of lumber piling involves keeping it straight and flat with good foundations under it, plenty of cross strips carefully placed directly over each other and no extending exposed ends. When lumber is piled with due regard to these points, there is seldom any complaint of warping and twisting.

Warps and twists not only spell neglect, but they mean waste. Much good lumber is ruined and any lumber that is warped and twisted is reduced in grade. More care in the piling of lumber at only a nominal cost will effect quite a saving and should be given more attention in the lumber world. T.

The Forest Service has issued a new bulletin on oak woods, showing a list of thirty-five different names, and telling how to identify them. As might have been expected, there are a lot of quercuses in the family.

Business in slack staves seems to have been a little slack in 1910. The census report shows about two hundred fewer plants operating than in 1909 and quite a falling off in production.

Veneer Factory Costs

Editor's Note

The following three papers on Veneer Factory Costs were presented at the annual meeting of the National Veneer & Panel Manufacturers' Association, held at Chicago, December 12 and 13. The first paper is by J. T. Edwards of the Medford Veneer Company, Medford, Wis.; the second is by V. J. Hill of the Augusta Veneer Company, Augusta, Ga., and the third is by F. C. Rice of the Gerry Veneer & Lumber Company, Sinclairville, N. Y. All three of these documents have the same general viewpoint of the necessity of veneer manufacturers figuring accurate costs, and they generally arrive at about the same conclusion in the necessary methods to be pursued. The documents comprise a symposium on this important phase of the veneer manufacturing industry.

J. T. EDWARDS' PAPER

It is assumed that this title applies to the cost per M feet for producing veneer from common native hardwoods by the rotary process. As the mill with which I am connected produces more birch veneer than any other wood, and as ⅛" is an average thickness, and as we produce considerable veneer of this thickness, I will figure on this wood and this thickness. Secretary Young recently issued a bulletin to this association entitled, "Suggestions for Cost Accounting in Rotary Veneer Business." As uniformity in methods of cost accounting facilitates comparison, I have reduced my figures to his outline, with the following results:

Cost for operating one day in the manufacture of ⅛" birch veneer:

First Cost:	4 M ft. logs at $20.00 per M ft.		$ 80.00
	Direct labor for all processes, including crating		44.00
			$124.00
Burden:	Indirect labor	$12.00	
	Taxes	1.30	
	Insurance	3.40	
	Interest	3.50	
	Upkeep	3.80	
	Depreciation	5.00	
	Office, includes selling cost	9.00	-$ 38.00
Total final cost of operating one day			$162.00

We find that an average day's run on ⅛" birch veneer is just about 4 M feet of logs, as given above, and that from 4 M feet of No. 1 logs we can produce 20 M feet of ⅛" merchantable veneer, or at the rate of 5 M feet of veneer to every 1,000 feet of logs.

Since the total expense for operating one day, including cost of logs, is $162.00 and we cut 4 M feet per day, the cost per M feet of logs is one-fourth of $162.00, or $40.50. And as we produce 5,000 feet of merchantable veneer from every thousand feet of logs cut, the cost per M feet of veneer is one-fifth of $40.50, or $8.10.

These figures are taken from our 1910 records, during which year we spent over two months in cutting ⅛" birch veneer. About two-thirds of the veneer produced was dimension stock, mostly faces, but some backs and centers, and the balance long run.

To get at the cost per day we took the whole cost of operating for the year, as shown by our books, and divided by 300, the number of days the mill was active. Then, having a record of the time spent in cutting, the logs used, and the veneer produced, we worked out the above figures. The resulting cost per M feet is practically the same as we obtained from a cost system which we kept by a different method throughout the year.

Some familiar with log prices in our country may question my figure of $20.00 per M feet, and I will say that the first cost of birch logs decked in our yard was not over $16.50, but considering the shrinkage in scale from the yard to the mill, the deterioration as summer advanced, amounting at least to fully one-third, the final average cost came up to the figure I have taken.

Mr. Young has itemized some things to which I have not given a separate cost. Under "First Cost" he has crating separate from direct labor. This seems to me to be direct labor as truly as drying or others of the processes.

He has a separate set of items—"Office, Salesman, Advertising, Traveling and Indirect Expense," under the heading of "Selling Expense." As we have no Sales Department we have included this cost under "Burden" in with the item "Office."

We have no items of "Power, Heat and Light and Rent." "Power and Heat and Light" cost us in the way of "Indirect Labor" and we pay no rent, except a small amount to railroad for piling ground.

I will explain as to equipment, that we have two lathes, one roller dryer and two dry-kilns. We operate the dryer day and night. My figures are based upon the operation of one lathe.

We have had reports of much greater outputs than our average shown, and we have had day's runs that are much greater, but to get at the real output, each thickness of veneer must be charged with its share of lost time, and the other adverse factors, which cut down the average greatly. We find that we are unable to start our lathes first thing each morning and run all day. Before we could do this our equipment for handling the veneer after it comes from the lathe would have to be more than doubled. A mill that is equipped to trim and dry the whole of the output of its lathes running full time, could certainly produce more stock per lathe per day than we can, and I think that the cost per M feet should be less, although I am not posted as to this and would be very glad to hear from those who are.

Referring to the reports that the rotary veneer manufacturers made to Mr. Young during 1909, the latest at hand, I find that the average price received for all ⅛" veneer, aside from oak and poplar, was $8.50 per M feet, which would not allow my concern much of a profit at a cost of $8.10, especially if the sales shown were f. o. b. destination. Poplar averaged over $12.00 per M feet, so that would seem to be the wood to cut in order to make money. Birch veneer has been selling so low this year that we could see no profit in it. We understand that ⅛" birch has been delivered here in Chicago at $8.50 per M feet.

I have figured out the cost of one other thickness, 1/20" birch, on the same basis, and find the cost per M feet of merchantable veneer to be $3.40.

I cheerfully submit these figures relating to our business to you for what they are worth, and invite your comment, and trust that this association may eventually have the cost figures on the same basis from such a number of mills as to make it possible to fix upon a reasonable average cost for producing each thickness of each wood. The determination of a reasonable selling price would then be an easy matter.

V. J. HILL'S PAPER

Never in the history of the veneer business, so far as I am acquainted, has there been a time when such general chaotic conditions have prevailed. Something is radically wrong; evidently it is a case that requires heroic treatment. The price of logs is being constantly advanced, and the quality of the logs is becoming constantly inferior, which results in an increased waste in the manufacture of logs, and not only so, but in an increase in the cost of labor necessary to the manufacture; the price of labor is being advanced, while labor itself is less efficient, and with it all, the astounding fact remains that the selling price of veneers is less than for four or five years past.

The situation is painfully serious, and it is an evident fact that veneer manufacturers themselves are largely responsible for the dire conditions by which they are at present confronted. There appears to be a lack of understanding between the manufacturers themselves, and the situation is not unlike that of the widower, who having six children, married a widow with six children, whose matrimonial union was blessed with six additional children. On one occasion when an unusual brawl was heard in the home, this man's wife ran to the rescue, and seeing the trouble, called to her husband: "John, for goodness sake, come here! my chilluns is fighting your chilluns; your chilluns is fighting my chilluns; and my chilluns and your chilluns are just beaten hell out of our chilluns!" or, in other words, it

appears to be [illegible] largely that of the house divided against itself. Despite the facts which we mention in the beginning, to our personal knowledge, some manufacturers are offering their goods far below cost, either ignorantly, or with a total disregard for other concerns which have counted the cost. Or, to express it differently, we, unlike other concerns of the present strenuous times, instead of standing by one another for a reasonable price and for improved conditions, seem ready to cut and slash prices within our own ranks, each vieing with the other to secure the business, irrespective of the consideration as to whether or not he is justified in furnishing the goods at the accepted price.

The [illegible] complicated one; the symptoms are numerous, and any and all of them deserving of the most serious examination and diagnosis, but the duty has been assigned me to consider briefly, only a single remedy, which in my humble judgment, if it could be properly applied, would largely eradicate the entire trouble, and that remedy is adequate cost accounting in the manufacture of veneers.

We have all no doubt heard of the fabulous fiddler who made the wager that he could fiddle down a stupendous bridge. In the face of jeers and hissing, the fiddler began to tune his fiddle, playing it, only to tune it again and try again. At length, to the astonishment of his skeptical spectators, the bridge trembles; it begins to vibrate as he strikes a certain note. The longer he plays that note, the more the bridge vibrates, and at last reels, totters, falls! The fiddler had struck the chord to which the entire structure was tuned. Not long since, a number of men were struggling and pushing, trying to tear down the brick wall over an arch. At this moment a mechanic appeared. With a single stroke of the crowbar he knocks out the keystone in the arch and—the wall tumbles!

In every serious proposition there is always some note to which the whole thing is attuned; some keystone upon which the whole superstructure or difficulty rests. Remove the keystone, and the situation cures itself, and if we are not very much in error, the pivotal point upon which our numerous troubles turn, is the problem of costs, and in stating our subject, we feel that we can do no better than to express it in the Biblical phrase, "Which of you first sitteth not down and counteth the cost?"

The problem of cost accounting is of comparatively recent growth, and the necessity of an adequate cost system is brought about mainly by the three following facts:

1—The wonderful natural resources of the United States.

2—The tendency to low prices caused by competition.

3—The influence of trusts and combines.

But no matter what occasioned the necessity, it is sufficient for us to know the necessity exists, and we are reminded of the wag who was carrying the philosopher across the river in a small boat. While on the journey the philosopher asked the wag, "Do you understand astronomy?" The wag answered, "No," whereupon the philosopher added, "Then a third of your life is lost." "Do you understand metaphysics?" "No." "Then," said the philosopher, "another third of your life has been lost." At this interval a hole was knocked in the boat by a treacherous rock, and the wag said to the philosopher, "Can you swim?" "No," said the philosopher. "Then the whole of your life is lost!" Or, in making the application, the manufacturer of today must know the cost to manufacture, otherwise, as certainly as there are treacherous rocks underneath the placid surface of the waters, the whole of that man's life is lost. In other words, when an order which we desire to secure hinges on ten cents on a thousand, who is there so stupid but that he will appreciate the absolute necessity of his knowing accurately and exactly what his veneers cost him? If the veneers in question cost the manufacturer $3.00, he would be safe in selling at $3.25. But suppose that the manufacturer did not know, and sold at $3.25, [illegible] cost him $3.50 to manufacture? Can you swim? Do you sit down and count the cost?

We [illegible] of the man who was kept in at school because he could not spell "yacht," yet the boats he built swam beautifully, and there are those who have no cost system, who by a kind of business [illegible] seem to know intuitively the cost to produce veneers, but men of such business shrewdness and acumen are not one in thousands, and it would be an exceedingly hazardous position for one to presume that he is that one. There is, too, the story of the country merchant who welcomed the falling off in his business, because it afforded him an opportunity to figure on the card system which he had lately installed. There are cost accounting systems so tedious and so problematical as to require so much additional clerical force as to render them impracticable. Then, fortunate it would be, indeed, if some method of determining production cost were presented, which on the one hand relieves the problem of tedium and clerical work, and avoids the other extreme of guessing or relying on intuition.

We have had the pleasure of reading valuable papers on veneer costs, and have seen very lucid presentations of the matter of determining the cost to manufacture veneers under conditions peculiar to some one locality, by which line of argument some arbitrary price would be established. To our mind, to establish an arbitrary price, even if it were possible, would be illogical, inasmuch as it would tend to eliminate largely all endeavor to attain higher skill and greater efficiency and better economy in the manufacture of our product, as many of us would be satisfied if we were making reasonable money by selling at the arbitrary price, when otherwise we would be studying to eliminate wastes and to cut down expenses in every way possible. In other words, to undertake to establish an arbitrary price in the sale of veneers is just as illogical and as impossible as to undertake to establish by law a ratio between the metals, gold and silver, inasmuch as both the price and the ratio are unalterably fixed by the great underlying principles of economy.

Then, would we not welcome that system of cost accounting which would enable each of us, in some simple and practical way, to gather together in one lump sum the entire cost which represents a certain product, that we might know that as long as we receive for such product an amount anything in excess of that sum, our balance was sure to be on the right side of the ledger? A system comprehensive enough to include everything; simple enough to be used every time we are figuring on an order, for "Which of you sitteth not down first and counteth the cost?"

We appreciate the magnitude of the undertaking, likewise our inadequacy to the task, but at the risk of all kinds of criticism, we are willing to make the effort for the good of the cause, and that, too, not so much because of any confidence we have in our own formula as being the simplest and most practical, or even the most accurate, as with the hope of provoking such discussion and consideration as will result in the one formula which is to all of us most satisfactory, and best adapted.

The formula which we offer is based on the experience of the individual manufacturer, and leaves little opportunity or necessity for guess work. Each of you, doubtless, already knows what your logs cost you on the average. If you do not know, it is a matter that can be easily determined by dividing the total cost of the logs laid down on the yard, by the total number of feet delivered. Each of you no doubt knows the average number of feet of veneer of any given thickness that you can get out of a thousand feet of average logs. Each of you knows the average number of feet of logs that you are able to cut in a day into veneer of any given thickness. Then, on the presumption that each manufacturer knows, or can determine the averages above referred to, the formula which we suggest becomes practical, inasmuch as the greater number of the other factors entering into the problem can be determined with absolute accuracy.

We submit our analysis of the elements entering into cost accounting, having employed the brace method because of its simplicity, and the blanks opposite the several factors are filled by figures taken at random, merely for illustrative purposes, without any effort, whatever, to make them representative. For each manufacturer, the figures representing the several factors would naturally vary according to the different prices at which logs can be had, the cost of labor, its efficiency, etc.

We beg to submit, then, the following:

FORMULA FOR DETERMINING THE COST IN VENEER MANUFACTURING.

First Cost:		
Logs, per M. feet		
Crating, etc., per M. feet logs		
Direct labor, per day	$36.00	$36.00
Burden:		
Indirect labor, per day	10.00	
Power, per day	10.00	
Taxes, per day	1.00	
Insurance, per day	3.00	
Heat and light, per day	1.00	
Rent, per day		
Depreciation, per day		
Upkeep, per day	5.00	
General expense, per day	5.00	$35.00
Selling Expense:		
Office, per day	2.00	
Salesman, per day	3.00	
Advertising, per day	1.00	
Traveling, per day		
Indirect expense	3.00	$ 9.00
Total final cost per day (not counting cost of logs and crating)		$80.00

To apply the above formula:

Suppose it is desired to determine the cost to manufacture and sell 1/24" stock—

If the logs cost $22.00 delivered;

If crating costs $2.00 per M. feet of logs;

If we cut an average of 3 M. feet of logs per day;

If 1 M. feet of average logs make an average of 20 M. feet of veneer,

we proceed as follows:

Since our total daily expense of running, exclusive of cost of logs and crating, is found to be $80.00, and since we average cutting 3 M. feet of logs per day, it follows that the average cost to manufacture and sell the veneer made from 1 M. feet of logs is $26.66.

Then we have

Cost of logs (say)	$22.00 per M.
Crating, etc.	2.00 per M. feet logs
Manufacturing and selling	26.66 per M. feet logs
Making a total of	$50.66

to cover the cost of logs, crating, manufacturing and selling the veneer cut from 1 M. feet of logs.

But, 1 M. feet of logs, we supposed, made 20 M. feet of veneer; then the cost of 1 M. feet of veneer would be one-twentieth of $50.66, or $2.53.

But, we generally are asked to quote a price on the goods, delivered. To find the cost of 1/24" veneer (poplar), delivered on, say, a 40-cent freight rate,

1 M. feet of 1/24" poplar veneer weighs..... 150 lbs.

Then, 20 M. feet would weigh..... 3,000 lbs.

which, on a 40-cent rate, would be $12.00 freight on veneer cut from 1 M. feet of logs.

Then, adding the $12.00 to the cost above found, $50.66, we have $62.66 for the total cost of the veneer from 1 M. feet of logs delivered; or, dividing by 20, the number of thousands of feet of veneer we get from 1 M. feet of logs, we have $3.13—the cost of 1 M. feet of 1/24" veneer delivered. Suppose the manufacturer wishes to make 20 per cent profit; $3.13x1.20 is $3.75, the price at which he must sell.

As we have already stated, the figures opposite the various items of expense in the above illustration are taken at random. To apply the formula to our own mill, opposite each factor place the figures representing the cost based on our own expenses and proceed as illustrated, all the time being guided by our experience and the facts in our case, and the result will surely indicate that price below which we can not afford to go without selling at a loss, and even then it is practically certain that items of expense will creep in for which no provision is made.

We venture the assertion that the results which we will get in testing this out by our own experience will be surprising even to ourselves, and that we will find that our veneers are really costing us very much more than we had imagined.

The interests of the manufacturer and consumer of veneer are, in a sense, identical. The consumer can not hope to get satisfactory material without paying a fair price. No one knows better than he that, if he buys for a period below cost, he will soon put the manufacturer out of business, and thereby demoralize his own business, inasmuch as he demoralizes the source of his supplies. Our friend, the consumer of veneers, is compelled to have the veneer, and he would prefer, in most cases, to buy it, rather than manufacture it. At any rate, under equally favorable conditions, we should be able to manufacture it just as economically as he, and he is willing to pay a reasonable profit. This being true, if any of us are selling veneers at a loss, it is our own fault. If the consumer can not get the veneer at his price, he will take it at ours, allowing us a reasonable profit, and if we do not get such price, it is simply because we have not the backbone to stand for it.

The remedy which we beg to prescribe is:

1. That we all adopt some adequate system of cost accounting by which we can know what our veneers cost us.

2. That we stand together as one man and demand a price which will give to us a reasonable profit. This will not mean, of course, that every man will sell his 1/24" poplar at $3.75 a thousand, but it does mean that every man will sell his goods at a figure above that which represents the cost of production.

To accomplish this end, we appreciate the necessity of all veneer manufacturers coming into the association and standing side by side in one solid phalanx for living prices. In union there is strength. Sticks taken separately are easily broken; but bundle them together, and the condition is changed. A house divided against itself can not stand. This is the day of combines, trusts and unions, and woe betide the people of any trade who are heedless of the call of the association. The same powder which ignited in your hand goes off with only a puff and smoke, confined in the rifle barrel, where all of its power is exerted in a single direction and applied at one point, sends the rifle ball through the armor of steel; so we by united effort, concerted and harmonious action, standing together, and as one man, exerting our power all in the same direction, can accomplish any result within reason. Then let us one and all employ our best efforts to bring into the association those who are now out of it; having brought them into the association, let us adopt as our motto, "*Vis unita fortior*," "Strength united is strong." And let us exert our energy in the direction of profitable prices, and verily, we believe, all other difficulties will take care of themselves. In the future, before quoting prices, which of us will not first sit down and count the cost?

F. C. RICE'S PAPER

The chief element of "Veneer Factory Costs" is the labor and logs, but the other expenditures must not be overlooked. To obtain the cost of labor is naturally a comparatively simple matter, the time being kept by the foreman, who turns it into the office every morning, together with the drag sawyer's report with the different kind of woods, also the clipper's report, which shows the time spent on each order, and the number of pieces of veneer and their dimensions handled during the day.

These reports are carefully checked by the bookkeeper and entered on the monthly statement as the cost of logs, labor involved, and the selling price of veneer manufactured per day. At the end of the month these particulars are totaled, and at the same time show a brief statement that will be of real value as a daily guide.

We think it desirable wherever possible to introduce the piecework system of paying labor, the opportunities for "holding back" on the output being so great and the capacities of the different men varying so widely that payment by results is the only just method for both workman and employer. If a fair rate is adopted, and notice given that no cut will be made on account of increased production, it will be an inducement for the men to put forth their best efforts, and the more this can be worked out the easier it will be to arrive at the actual cost figures.

The cost of veneer varies on the different kinds of woods used by the manufacturer. We should be able to manufacture maple and beech veneers for less money than our neighbors in the South, and they, on the other hand, manufacture gum veneer much cheaper

than we can. For instance, it makes some difference whether you have to cut logs that measure on an average twenty inches in diameter, or if you have logs twenty feet in diameter, which I imagine some of our gum neighbors must have, judging from the prices some of them sell their product at. It seems to me that the manufacturing cost of veneer depends entirely on the location of the plant and kind of woods used.

The labor and material cost having been obtained are now added together to give the total "manufacturing cost."

The factory expense and overhead burden are next to be considered. If figures are obtainable for previous periods, the estimate of these costs may be based thereon, but the result obtainable should be carefully compared with actual expenditures to obtain accurate estimates, such as repairs and depreciation of plant, involving capital expenditures, and superintendence.

In our plant it would be practically impossible to arrive at the actual costs, as we are cutting all kinds of woods, and thick and thin stock from the same logs, and the only figures I am in position to give are these: for the labor, factory expense, and overhead burden, it costs us $60.00 per day to operate the plant, and up to the last three months the plant had never paid. However, we have since, with a little hard work and much good fortune, been able to make $1,000.00 profit from the business.

To those who are interested, I have a form of the monthly statement which I mentioned, which we are using at our plant at the present time.



Business Efficiency



Editor's Note

The following paper, reciting specific incidents where money has been saved in the veneer and panel manufacturing business by increased factory efficiency, and in the reduction of material waste, was delivered by L. Reeves Goodwin at the meeting of the National Veneer & Panel Manufacturers' Association, held at Chicago, on December 12 and 13. The address is one of marked ability, and reveals a close study of the details of veneer and panel operating practice of many plants. It is worthy of careful reading and close analysis by those engaged in this important commercial pursuit, with a view of not only adopting many of the suggestions incorporated therein, but for straightening up other inefficient details of the business.

The subject of business efficiency is one of vital interest to all progressive manufacturers, and one which is obtaining more attention each day.

There has been a wonderful development along the line of efficiency and conservation of material and energy, particularly in the last three years. I can well remember the reception given me by many manufacturers not long ago. It was necessary to begin at the foundation and explain the value of efficiency as applied to their own plants. Now nearly everyone I approach only wants to be shown or have proven to him the value of certain methods over others. It is not a question of ultimate results, for these are certain.

In bringing out specific instances where savings may be made, I am drawing not only from my own experience but from that of others of the organization of which I am a part. It will be impossible to give names, as we attempt to hold all our business with clients as confidential. There are two distinct ways in which savings may be made in almost every manufacturing plant today—that is, on labor and material. The amount in each is dependent upon the ability of the particular plant manager. Some have given their time and attention to one item, either forgetting or not seeing the value of the other.

I will take up, first, instances where the study of efficiency of labor has greatly decreased the cost of output, and by decreasing this cost has enabled the management to increase the quality for a given price.

Many manufacturers do not appreciate the value of physical surroundings upon the workmen. Three distinct instances have proven the necessity of keeping buildings and machinery in good working condition, not only from the operation standpoint, but the moral effect upon the men. The buildings had been allowed to go without proper repairs, and machines were not kept even in moderate working order, the manager thinking that he would quit the business in that location and move with the timber belt. The general effect of letting things go was unconsciously communicated to the men. It proved a bad policy, as when the plant was moved the machinery had to be completely overhauled, and it was done at a greater expense than if kept up as repairs were needed.

The ultimate results in the new place were nearly double that in the former location, from an efficiency point of view alone.

The value of definite labor records are little appreciated by some men. They say, "Oh, I have a superintendent who knows men and who is getting all there is to be gotten." That man is deceiving himself as has been proven many times over. In one plant, a saving of three per cent on gross sales was made on non-productive labor alone, simply by requiring definite labor reports from each man each day. We will admit that it took a little of each man's time each day, but it was nothing as compared to the savings made by finding out how much time was wasted when the man should have been on productive work. It brought out the lack of supervision on the part of the foremen, in that the men had to wait between jobs, lack of foresight in planning of work necessitating many resettings of knives and saws, when one set-up should have done. It brought out the fact of short runs in machine rooms, where there were several men affected—this applied to the rotary machines and dryers.

Operating labor records bring out savings not only in non-productive labor, but productive as well.

By keeping an operation cost record taken from the labor time cards, a superintendent is able to compare actual results of different men on the same kind of work. You will say, "What is a foreman or superintendent for? Why shouldn't he know the relative value of different men?" He may, but in no definite way, as can be testified to by at least four that could be named. Comparative costs on the same work bring out amazing results. Instances of one hundred per cent greater output on the same operation by different men are not rare, and fifty per cent differences are common. Such knowledge allows the superintendent to weed out the undesirable men.

Taking up the question of profit-sharing methods, you will find men who claim it is not advisable, but experience has shown us differently. To be true, many plans have not given results, but almost always it is because of the way it was handled, and not the plan itself.

The installation of piece payment methods in one cutting room increased the output over twenty per cent. There was, of course, a closer inspection of the veneer necessary, but it was possible to do this by having a well-paid inspector.

One point to be remembered in the installation of piece payment methods is that the rates once set must be guaranteed for a period. Otherwise the men will not work up to capacity. Many mistakes have been made in this way. Savings of from five to twenty-five per cent are usually made by the use of some piece or bonus payment methods.

In connection with this, there is an opportunity for the study of actual motions performed. While I have not any specific instance at hand in a veneer or panel plant, I can speak from experience in two wood-working plants. The operators of two machines were shown how to save one-third of their time by proper placing of trucks of material, and handling same into the machine. Many of you would be surprised at how many hours a day can be saved by a study of nothing more or less than the proper placing of trucks and benches.

I have only touched on a few of the many instances where savings can be made, in the handling of labor only.

We will now consider for a few minutes the combination of labor and appliances, beginning at the log yard. The value of log piling devices has been demonstrated in many instances, not only in the greater safety to men, but in the rapidity of action and economy of operation. I saw in one yard a whole day consumed in unloading three gondolas, by five men and one team; and in another yard not two months later, two gondolas unloaded in a little over three hours, and, better yet, the logs sorted and piled by means of a log piler run by steam and operated by three men. With a yard properly laid out, they will pay for themselves in a year at the most. It will pay many of you to look over your present yard with such a plan in mind.

Another veneer manufacturer has installed an air hoist for taking bolts out of steam vats and can accomplish not only this, but the system of overhead trolley can place bolts in convenient position for easily placing in machine, without the lost time occasioned by many of the hand-operated lifts.

Another point I would like to bring up for consideration by you gentlemen is the method of laying out your yards for the proper sorting and grading of your logs. Some have thoroughly efficient methods for this. Some have the use of ponds, but this is an exception nowadays. The majority are cramped for room. Much valuable time is lost by not having proper facilities for grading. Very few of you can buy just what you want when you want it, but must unload and sort.

Continuing on appliances. There is a great opportunity for increasing efficiency in the drying of veneers. In the first place, they are usually not sorted as carefully from the clippers as should be, and this additional wet material is a hindrance to the rest. Another thing—there is quite frequently an enormous waste of steam, especially in the older kilns, due to leakage. In one that I have in mind, I believe there was as much steam around the kiln as in it. Right here, I might say that no one factory would likely offer all the opportunities for savings that I am giving, or will give, but I am sure some of you will find food for thought from some of these suggestions. Each plant needs individual study for best results.

There are very few plants that have been laid out with the proper consideration for routing of goods in process to save heavy trucking expenses. It is a pleasure to find one now and then that shows thought and study along this line. No one not familiar with this phase of efficiency work can possibly realize the value of an adequate routing plan with plenty of aisle space for use of trucks. You will find in some places the aisles very poorly laid out, so that it is often necessary to move things out of the way when it is necessary to push through with a truck. Runways should be definitely laid out and kept open. A trucking account in one place was reduced over one-half by attention to these details. There are so many interesting problems to study in connection with factory efficiency that I can only give you just a hint of the possibilities.

I want to take up the question of material conservation, as well as the efficiency side of factory operation, and will now give you a few specific instances where economies can be effected in a large number of veneer plants today.

In the first place, too many of you make the mistake of using poor timber. I will grant that the kind you want may be hard to obtain at times, but it pays in the long run.

Taking poor material—logs, for instance—you jeopardize your production, your quality of veneer, and your machines. A great many times have I seen a bolt come up to the lathe, only to have a cut or two taken off, and then the roller consigned to the fire room, too poor to work up. This occurs not only once, but many times a day. Waste at this point is not quite as bad as after the veneer is cut and dried, but it represents labor and expense as well as original material cost. This is something often forgotten.

You have your raw material cost, say, $30 per M. To get this log-piled, skidded to drag-saw, cut to bolts and out of steam vats, takes labor and expense, and it piles up rapidly as the veneer progresses through the factory.

Every manufacturer should have costs obtained in such a way that he can determine these elements of labor and expense by departments or machines rather than apply in one lump sum. Good raw material made a difference of twenty-five per cent in cost of veneers in one veneer factory, even after taking into account the advanced raw material cost.

The percentage of waste will vary widely for different kinds of woods; hence the necessity for records by kinds. The percentage is easily affected by the clipper, who, if inexperienced or careless, may give you a lot of high-priced fuel. All cuttings from both the clippers and the sorters after the veneers are dried, should be subjected to investigation by the superintendent. You will say this is impossible for lack of room, time of superintendent, and for various other causes. Try it for even a short time, and you will be surprised at results.

The sorting room is one that needs careful supervision when looking for a reduction of waste. Some manufacturers make the mistake of sorting and resorting, not realizing that in time, the labor of handling is worth more than the material itself. Where a business combines veneers and panels, there are certain definite stock sizes that all veneers received from dryer should be cut into. Stock should not be piled in stock sheds until after it is sorted and sized. Waste is elemental in not rehandling time after time to get out a certain size from a pile of veneer of varying size.

The cost of all veneer should be figured to the glue room ready to lay, for panel plants. It is the best division line between the two industries.

There is a waste on purchased veneers in case a plant is buying veneers. This waste depends on several factors, chief of which is care in handling and sorting, provided, of course, the car is up to specifications.

Before I close, I must bring up the possibilities of conservation of glue, knowing what is being used on the different kinds of panels. This is a question that demands individual study. It has offered great opportunities for savings in several veneer and panel factories.

One of the points I want to bring out very clearly is the necessity for adequate and comprehensive records, both in striving for labor efficiency and waste reduction. It is only by comparison of true figures that the best progress can be made.

Today it is the man with definite and indisputable records at his command who is making a success. It matters not whether it is the veneer and panel business or any other line requiring the handling of men and material.

Those of you who are operating with these facts set down in black and white would never go back to the old method of working. It is to be hoped for the good of the industry that all members will eventually see the necessity for systematic records, and will act upon the experience gained by others in reducing all records to permanent form, and not depend so much on memory.

Efficiency worthy the name can be gained only by a study of the particular conditions in each factory based upon dependable records. This will apply to all phases of operating expenses, which are material, labor and overhead expense.

Lake Commerce for October

There was very little falling off in the aggregate tonnage on the Great Lakes between October of this year and that of last. The total was 10,153,473 short tons for the month, and the little shortage noted over a year ago was occasioned by a lighter movement of coal and iron ore, while the shipments of grain, lumber and unclassed freight were heavier than a year ago.

The shipments of lumber by lake during October were 159,365,000 feet, and were heavier than for any other month of the year, and exceeded by more than 20,000,000 feet the corresponding 1910 shipments.

The ten months' lumber shipments aggregated over a billion feet, which is a little below the 1910 record. The larger receiving ports, including Chicago, North Tonawanda and Buffalo, show smaller transactions during the year.

Utilization of Hardwoods

ARTICLE FIFTY-FIVE

MISSION FURNITURE NOVELTIES

The introduction of Mission furniture about ten years ago created a new departure in house furnishing and decoration. Golf, tennis, rowing and all of the other athletic pastimes that came into vogue with both men and women at about that time seemed to call for a simpler, more serviceable and dust-defying furnishing than the mahogany or carved golden oak then so much in evidence. A new regime set in. The library, the living room and the den were all alike metamorphosed by furnishings of Mission construction and finish. Plate-rail became fashionable. Picture frames, clocks and wall fixtures all had to conform to the new style. Housebuilding ideas even were revolutionized.

A totally new field was thus opened up for the furniture manufacturer, and lumbermen began to see their oak stock move as it had not moved before in the memory of the business. Factories that were noted for their elegant output of Louis XV furniture abandoned its manufacture entirely for that of the prevailing rage.

New concerns sprang up in large numbers and made money in the production of Mission accessories and novelties. Almost anything "Mission" sold readily—not alone the staple articles of furniture, but fancy book-stands, pianos, telephone boxes, smoking-stools, waste-baskets, cabinets, lamp-stands and so on. Many of these novelties were of a kind never before seen upon the market and were supposedly models à la Gothic. Not only were mahogany and golden oak supplanted in public favor, but even articles that formerly were of metal construction then were for the first time made of wood. Some of the handsomest and mose artistic bookcases ever put upon the market belong to the Mission school. An elaborate array of chandeliers and candelabra also was offered, these being embellished by insertions of art glass—which was also an innovation at that time.



"A HOUSEHOLD NECESSITY"

Even the room walls were Missionized. Paneling and decorating was done by the artistic arrangement of thin strips of wood, which gave a quaint, old-world richness to the general effect. During the last few years a thin wall-covering, reasonable in cost, has also appeared. Upon this covering strips of oak, cut into scroll or fancy shapes with a jig-saw, are glued, and the whole gives a room the exact appearance of being paneled in solid quarter-sawed Mission oak.

The degree to which clock-case manufacture was transformed in so short a space of time is almost incredible. The making of Mission clocks almost created a new industry. Style and price were left out of consideration altogether. They ranged from the elegant ten-foot high hall clock costing in the neighborhood of $350 to the six-inch solid oak desk cube that sold for $1.25. Their cases were made of plain and quarter-sawed oak, some finished in severe straight lines; others scroll-cut and elaborately embellished with art glass insertions and antique brass and silver trimmings. Still others were hand-inlaid with the precious woods and imitation jewels. Dials were lettered by either a white and blue Decalcomania process or the tacking on of brass numerals. The craze was carried further by the setting of clock movements into Mission pipe-racks, tie-racks, stein-racks, poker chests and wine cabinets, thus enlarging vastly the field hitherto covered by the clock manufacturing industry.

Articles with a Mission finish were at a premium all over the country, and advertising men took advantage of the fact. Many newspapers stimulated their circulation by offering free to every new subscriber handsome clocks of this type. A Chicago daily



A CLOCK PIPE RACK



ANOTHER EXAMPLE OF PIPE-RACK

gave away a Mission wall clock, 14 x 17 inches in size, made from plain oak, with the numerals and pendulum of brass. It is estimated that a quarter-million of these clocks were distributed in this way, causing the movement of hundreds of thousands of feet of plain oak for the lumbermen. At about the same time several other papers made premium offers of a large Mission lamp with an art glass shade, and found this fully as great a circulation-builder as the clocks proved to be.

The most peculiar thing about Mission finish is that, unlike most crazes, it has not proven a merely temporary thing, but still continues popular. When golden oak finish—so long a standard—first began to pall upon the public taste and it was known that high-priced mahogany and fancy woods could not replace it, the furniture man boomed oak, hoping desperately for the best. Had he predicted the use of millions of feet of this wood, all because of a new finish, he would undoubtedly have been proclaimed visionary. Yet that is what has happened, and the lumberman, as in the case of no other wood, has been enabled to dispose of a large quantity of short, narrow and hitherto little utilized stock.

Plain and quartered oak take a Mission finish best, the quarter-sawed producing a beautiful article when completed, as it shows off the golden-brown flakes to the greatest advantage against the dark stained background. Plain oak is used for the smaller, cheaper work and even basswood, chestnut and gum are occasionally utilized.

The housewife of many cares finds the use of Mission furniture a reduction of fully half her cleaning and dusting duties, and is thankful that on this finish finger-marks and ordinary wear leave no traces. The business man finds it more solidly comfortable and rejoices that the time of fragile chair legs and bric-a-brac is past. This is the age of the antique and the darker hues in furnishing and decorating. Art, dress, rugs, draperies and furniture must all conform to it. Lumbermen can safely be assured that the demand for oak for Mission goods will continue indefinitely, and its manufacture will continue to absorb hardwoods in quantities.

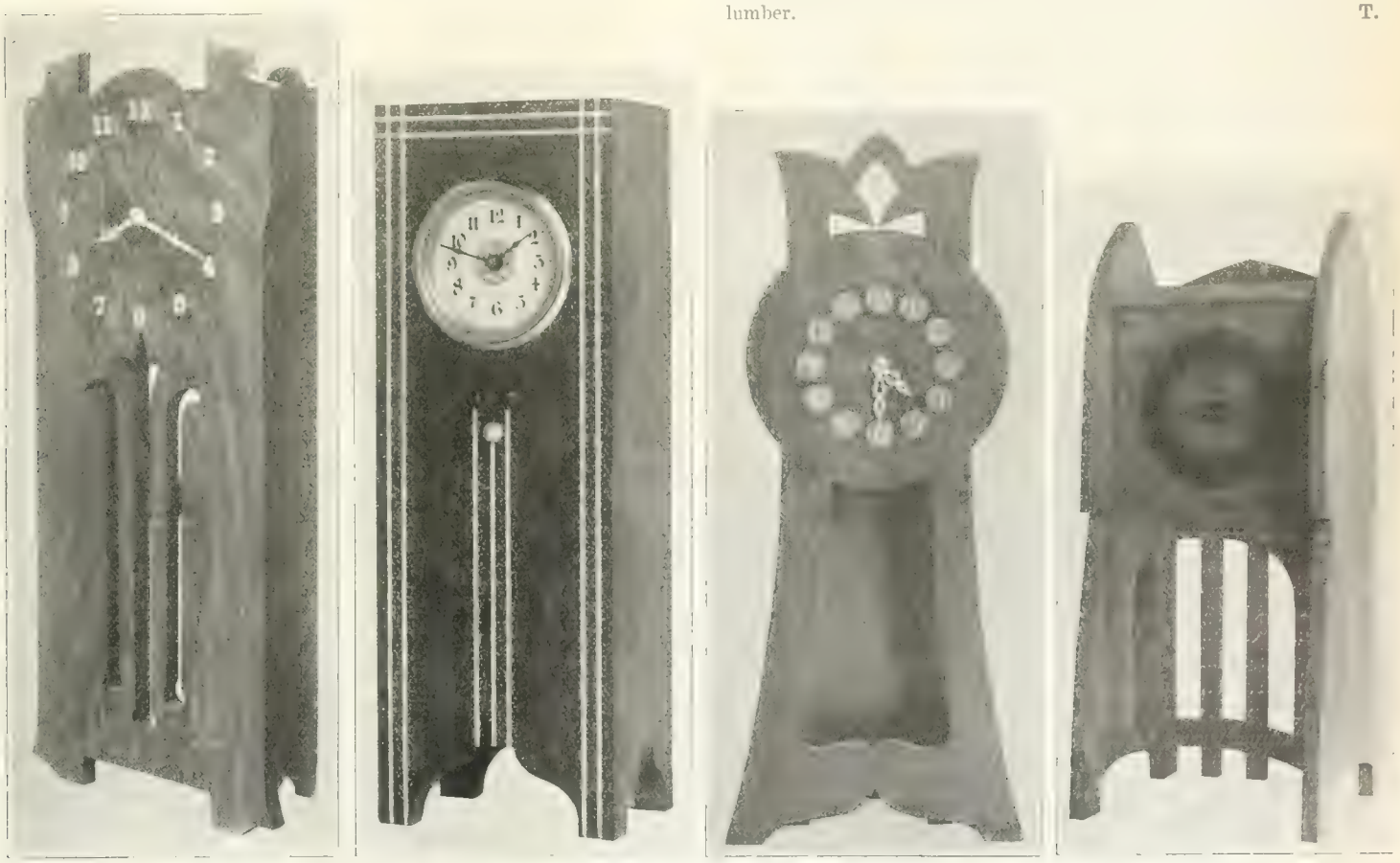
Solid Cabinet Work

Fancy figured work is now so commonly used in the form of veneers that not only the general public, but the trade itself, sometimes fails to understand and appreciate the exact standing of solid lumber in cabinet work. Veneer has made wonderful progress and will continue to do so, but it has by no means crowded out solid lumber. In fact, every now and then, there is noted in some quarters a sort of reaction—a heavier call than formerly for furniture and other cabinet work done in solid wood.

This point was recently brought out quite forcibly in a conversation with the head of a furniture company, which specializes in fine bed-room furniture. The majority of stock displayed in the show windows by this concern is of figured veneer wood and often is inlaid. In the conversation referred to, the head of the company stated that while it made a strong feature of this inlaid veneer work, it has also found a large call for solid work, even in mahogany. He stated that his company was probably using more solid mahogany today than ever before. He said it did not convert the finest figured wood into solid lumber, as that almost invariably is made into veneer, although it does use some nicely figured wood, even in solid mahogany. He further stated that not only his company, but many others, do the same thing. More veneered furniture is now being made than ever before, and at the same time more solid lumber is used today than was used three or four years ago.

What is doing in mahogany is also a guide to the situation in oak and other cabinet woods. There is a continued enlargement in the call for veneer, but there is also a strong call for solid lumber in cabinet work and this call seems to be insistent enough to suggest greater possibilities in the future for solid quartered oak than the trade may look for. A little discouragement has been felt in quartered oak circles the past season, and some manufacturers have been afraid that the progress of veneer is interfering seriously with the future of good wide stock in quartered oak lumber. However, if the predictions of this furniture company are right, another year may see an unexpectedly heavy demand for stock in quarter-sawed lumber.

T.



VARIOUS SPECIMENS OF MISSION CLOCKS

Cutting of Veneer Dimension

Editor's Note

As is well known to the majority of veneer manufacturers, the unprofitable part of the veneer business is the cutting of dimension sizes, and notably of large dimension sizes, to fill specific requirements for the production of doors, car ceilings, interior finish, furniture, etc. This subject had no inconsiderable study and discussion at the meeting of the National Veneer & Panel Manufacturers' Association, held at Chicago on December 12 and 13. B. W. Lord, head of the Chicago Veneer Company, Burnside, Ky., expressed himself on the subject in a thoughtful paper. His opinions were generally concurred in by members of the association, but it seemed to be the consensus of opinion that it was impractical to abandon the manufacture of dimension sizes in veneers, but that the price for this material should be advanced to a point commensurate with its worth, which would result in the diminution of demand for cut sizes, and turn the trend of demand to log run stock.

It is very easy to look at any question, or to argue any question, from one side, but the comparison of log run and dimension stock I want to try to take up from both sides.

In the first place, in figuring a price on any order for dimension stock, that price is based on how much of that order can be cut out of your logs, and that is determined entirely by the amount of waste. Now, who is going to pay for that waste?

If the manufacturer pays for the waste, he has to make his price accordingly, and if the consumer pays for the waste, he pays for stock he does not get, and in either case stock is destroyed, and no one receives any benefit for it.

When a consumer uses only a small number of standard sizes, it is undoubtedly wise for him to buy stock, cut his sizes, and let the manufacturer get out the best he can, but when the customer uses a number of different sizes, and especially when he uses some core stock, if he will figure out what his log run stock will cost him, his labor in cutting the stock to his sizes, and his waste, he will be surprised at the result.

It is not reasonable, or even possible, for an employe of the veneer mill to understand exactly what sort of an inspection some consumer may require in his particular work, as it is very seldom this employe has the least idea of what the stock is used for, so that he will either make the stock too good, which means that considerable material is wasted, or he will make the inspection too hard, so that the stock will not be satisfactory.

Another point to consider is that a customer will order stock cut to certain dimensions; then he may change his sizes, or he may take orders for other work that requires different sizes; and either he has to cut stock down, with more or less waste, or else his sizes are so large that his dimension stock on hand is useless.

Almost every dimension order is wanted promptly, and it very often happens that a mill will receive a number of orders for dimension stock at about the same time. The manufacturer can not cut them all at once, so there is bound to be delay in shipping some of the orders. If he tries to rush them out, he hurries his work and his drying so that some of the stock is unsatisfactory, when with log run stock, a mill can keep a good supply of both good and center stock and all the standard thicknesses on hand for immediate shipment, and his stock is better manufactured and he can give his customers better service.

From a millman's standpoint, it is much more satisfactory to cut his logs into log run stock, as he can make larger cuts, manufacture much more economically, systematize his mill better, have very much less waste, and by manufacturing to the best advantage give his customers the benefit of a minimum price.

When a millman has to select certain logs for certain orders he is very apt to accumulate a certain class of logs which may mean his best logs or his poorer ones, and these logs will damage to some extent, or in getting dimensions he is sure to have more or less waste in the ends of his logs, so that in either case the dimension customer has to pay for this waste.

When a customer buys dimension stock and by changing his sizes or trying to make those sizes into other sizes he joins a lot of small pieces, it is expensive and unsatisfactory. However, if he buys log run stock, it is in large enough sheets to permit him to cut out special sizes to better advantage, and what stock is defective and not suitable for some work is large enough to be desirable for core stock. Then again, as it takes a certain length of time to manufacture any dimension order, the user does not have to anticipate his wants so far ahead.

This log run proposition has been thoroughly tried out by some of the largest manufacturers in the country, and two or three have told me personally that their men knew a great deal better what they needed for their particular work than my men did, and while the man who used that stock preferred to have it bought cut to exact size so as to make less trouble for him, my friends told me they had found it more profitable from a dollars-and-cents standpoint to buy log run stock.

Every veneer mill in the country burns millions of feet of stock that could be used by the consumer, and this stock will be used by the consumer more and more as timber becomes scarce, and as the veneer industry develops, and this stock that is burned by the mill is paid for by the consumer.

Conservation of timber is the keynote of progress and is being given a great deal of thought, and will be given more thought each year.

From the millman's standpoint, the manufacture of log run stock means higher efficiency in the manufacturing, and if the buyer will study this carefully and will investigate and test it out himself, he will know the large amount of waste in manufacturing dimension stock, and will realize that he has to pay for that waste.

The Prevention of Sap Stain

SAP STAIN AND ITS CAUSES

The Forest Service has published a circular written by Howard F. Weiss, assistant director, Forest Products Laboratory, and Charles T. Barnum, engineer in wood preservation, covering the results of a series of experiments made last year with various chemicals to prevent the sap staining of lumber. Experiments were made entirely with yellow pine, and did not cover the treatment of gum, tupelo and other wood prone to stain.

The circular alleges that when freshly cut lumber is piled in the open air to season it frequently becomes discolored within a few days. It occurs in the sap part of the wood only, and for that reason is called sap stain. It is considered a defect, and lumber attacked by it is reduced in value, partly on account of its unpleasing appearance, but chiefly because some people believe lumber is not as sound as it was before the stain developed. The discoloration can not be washed off or otherwise removed, for it is not a surface deposit. It lies deep in the underlying cellular structure of the wood. Reduction in value of stained lumber results in an enormous loss, ranging from fifty cents to two dollars a thousand feet. Perhaps one-fourth of the annual mill cut of the United States is attacked, but with different degrees of intensity in different regions and at different seasons of the year. The South suffers most, because climatic conditions—dampness and heat—facilitate the development and spread of the organisms which cause the stain.

The writers estimate the loss for the whole country from sap stain at about eight and a quarter million dollars annually. To prevent lumber from sap staining it is necessary either to attack the fungus or else to render the wood proof against infection.

MATERIALS AND METHODS USED

Experiments and tests were made with a number of chemicals to determine whether they might be applied to lumber in a way to render it immune from attacks of fungus between cutting time at the mill and the time when the wood had sufficiently air seasoned in the yard to place it out of danger. This period usually covers from thirty to sixty days. The chemicals employed were of three classes:

Class one contained deliquescent salts, such as calcium chloride and magnesium chloride, the purpose being to keep the boards in a thoroughly saturated condition.

Class two included borax, sodium carbonate, sodium bicarbonate, lime, and sodium hydroxide. These were selected to neutralize any acid substances that might be present in or formed by the wood.

Class three contained chemicals that were expected to poison the fungi, and included zinc and mercuric chlorides, copper sulphate, phenol and naphthalene flakes. All of these except the last were mixed in a wooden trough at atmospheric temperature. No artificial heat was used except in a borax solution, when water was warmed to a temperature of about 114 degrees F. Naphthalene flakes were simply sprinkled between freshly cut boards.

The apparatus employed was a wooden trough in which a solution was placed. The immersion of the boards in the fiuid was done by hand. They were held in this solution less than a minute and then stacked in the yard, half in solid piles, to put the preservative to a most severe test, and half in open piles, according to ordinary mill methods.

RESULTS OF EXPERIMENTS

All untreated boards placed in solid piles were stained in less than one month. Those piled openly were not so severely attacked, but only thirty-five per cent of them remained bright at the end of one month's exposure.

The experiments with calcium and magnesium chlorides were not successful. Solid piled boards in this treatment were practically all heavily stained.

A five per cent of borax solution was used. Boards treated with it in both open and close piles were attacked, and all the boards in the close piles and seventy-five per cent of those in the open piles were stained within two weeks. After one month's exposure ninety-two per cent of the boards in the open piles were stained. The boards treated with it are frequently covered with a streaky white precipitate.

The employment of a four per cent sodium carbonate and a two per cent unslaked lime was experimented with. At the end of two weeks seventy-six per cent of the closely piled boards were discolored, while all in the open piles remained clear. At the end of another two weeks most of the boards in the open piles showed stain, and the experiment was discontinued. This solution left streaky white precipitates on the surface of the wood.

Boards dipped in a three per cent solution of sodium hydroxide and placed in close piles were practically all stained at the end of thirty days. A five per cent solution was then used, and the boards placed in both open and close piles. At the end of a month ninety-eight per cent of the boards in close piles and about seventy per cent in the open piles had been attacked. The boards were stained a vivid yellow. However, the color became less pronounced on long exposure.

Solutions of sodium bicarbonate of from five to fifteen per cent in concentration were used. At the end of a month seventeen per cent of the boards treated with the five per cent solution and exposed in an open pile, and ninety-seven per cent in a close pile, were stained. With an eight per cent solution and an exposure of thirty days only, twenty per cent of the boards in the open pile were discolored, but in the close pile eighty-seven per cent were affected. When a twelve per cent solution was employed all boards in the open pile remained bright at the end of a month, but seventy per cent of those in the close pile were stained. Boards treated with a fifteen per cent preparation and placed in open piles were free from the stain at the end of thirty days. Practically all of those in the solid pile were attacked.

These results show that the solution of sodium bicarbonate was better than any of the other alkalis used. The heavier concentrations were effective when the boards were placed in open piles, but were not effective when they were close piled. The treated wood was stained yellow, but the color partly disappeared in time. Sodium bicarbonate has a tendency to leave a streaky precipitate on the surface of the boards.

If the lumber is planed before shipment the objection on account of precipitates is removed, but a number of manufacturers contend that in the planing of lumber their machine knives are quickly dulled. However, tests made at the Forest Products laboratory indicated no marked tendency on the part of soda-dipped boards to increase the dulling of knives. It appears that careless dipping increases the knives' dulling.

A phenol or carbolic acid test was made with a two per cent solution of this chemical. This test was not successful. An experiment also was made with sprinkling the boards with naphthalene flakes. The test proved impractical.

A .5 to 5 per cent solution of copper sulphate was also used. The lighter solution proved wholly ineffective, and after a month's exposure, seventy-seven per cent of the boards in the open pile and all of those in the close pile were stained. This solution discolored the lumber with vivid green streaks, and the experiment was abandoned.

Experimental tests were made with one to five per cent solutions of zinc chloride, which did not prove to be a panacea.

Further experiments were made with mercuric chloride, ranging from one per cent to less in strength. Eighty-six per cent of the boards treated with the lighter strength solution were attacked by stain, but the .1 per cent solution was more effective. All boards treated with it and placed in open piles were clear at the end of forty-two days, while only fourteen per cent of those in close piles had been attacked. Two months after treatment only four per cent in the open pile were stained, but ninety-three per cent in the close pile showed discoloration. With a .2 per cent solution only one per cent of the open pile boards were stained at the end of two months. In the close pile, however, eighty-five per cent were attacked. As far as effectiveness in preventing stain is concerned, mercuric chloride solutions gave the best results. Moreover, there was no precipitation on or discoloration of the boards, but on account of their poisonous nature, and their activity in corroding metal brought into contact with them, such solutions are not commended.

INSECT ATTACKS

Some depreciation in the value of lumber used in the experimental work was caused by the attacks of wood-boring insects. During the progress of the experiments observations were made to determine what effect the different methods of stacking had on the activities of the insects. It was found that in the open piles practically no insect damage occurred, but in close piles the sap-wood was frequently bored into, especially where bark adhered to it. Such attacks were not noticeable in wood treated with deliquescent salts, which had a tendency to keep the surface moist. It appears, therefore, that rapid drying lessens insect damage. No insect attacks were noticed where boards had been treated with mercuric chloride solutions.

HARDNESS AND STRENGTH

Tests showed that the soda-dipped wood is slightly stronger, stiffer and tougher than untreated wood, but the difference is so small that it may be due to inherent differences in the wood. It is safe to conclude that these properties are not reduced by treatment with the sodium bicarbonate. The soda-dipped short leaf pine showed a slight increase in surface hardness, which disappeared after the wood became thoroughly air dry. Tests on the long-leaf pine showed that the treatment made the surface harder. If any increased hardness appeared at first it disappeared within three months.

INFLAMMABILITY OF SODA-DIPPED WOOD

It is claimed that shavings from soda-dipped wood can not be readily burned, and tests were made at the Madison laboratory to procure reliable data on the subject. Shavings treated with bicar-

[illegible] the results showing that the sodium bicarbonate has the tendency to lessen the liability of wood to ignite, but the decrease is so slight as to have no practical significance.

COST OF THE TREATMENT

The report says that the cost of applying an effective bicarbonate solution by hand method is from twenty to twenty-five cents per thousand feet. If the boards were dipped by means of an endless chain in a tank containing the solution, the cost of the apparatus will be about five hundred dollars, at a total cost of about five to ten cents per thousand.

The conclusion reached by the authors of the pamphlet are that freshly sawed lumber, when stacked in the yard to dry, should be stacked in open piles, that sap stain can be more effectively prevented by dipping the boards in a solution of sodium bicarbonate, but that such solution, while giving fairly good results, leaves much to be desired. The strength of the solution should be determined by the severity of the conditions under which the boards are to season, but in general it requires from five to ten per cent.

The best results of preventing sap stain were secured from mercuric chloride solutions, but on account of their poisonous nature, they are not recommended for general use.

On the whole the results of the experiments indicate that a successful panacea for sap stain has not yet been reached, and that there is room for more experiments along these lines.



Working With the Consumer



Editor's Note

The following paper on "How Manufacturers and Consumers Can Work Together to Their Mutual Advantage" was delivered by G. D. Crain, Jr., of Louisville, Ky., at the annual meeting of the National Veneer & Panel Manufacturers Association, held at Chicago last week. While the paper deals specifically with the proper attitude that veneer and panel manufacturers should hold with the consuming trade, it is applicable in many details to the hardwood lumber trade, and to many other lines of production.

It is one of the axioms of business that a sale correctly made is advantageous both to the seller and the buyer. The manufacturer who sells to the wholesaler, the wholesaler who in turn distributes to the retailer, and the retailer from whom the consumer buys, share in the benefit, and in the truest sense all contribute something to the value of the article of goods which they handle.

If this were not true, the entire system of modern business would be founded upon a falsehood, and the consumer would be justified in confining his purchases to the manufacturer, and ordering exclusively by mail, so as to eliminate the middleman entirely.

The old dictum, "Let the buyer beware," has been forgotten along with the Latin from which it sprang. The buyer must have confidence in the seller before the latter can develop his full possibilities, and the goods must be right before the producer can assure himself of a fair and permanent profit. One swallow does not make a summer, and one sale does not create a business.

We are therefore justified in assuming that manufacturers and consumers of any meritorious product can work together to their joint advantage; that their interests are to a large degree mutual, and that there is a common ground upon which they may meet. This applies to the veneer and panel business as well as to any other.

The man who is running a veneer mill or a panel plant wants to sell his goods under conditions favorable to an increasing consumption and a fair profit. The user of those goods desires first of all that they be satisfactory, both in quality and price, and that they give him and his customers good service. If the matter of price has become the chief consideration from his point, as the correspondence files of some of you might indicate, it is not so much his fault as because he has not been properly approached.

If competition is based solely on price, it is to be expected that the consumer will look at your quotations before he examines your samples, and that the latter will get only casual inspection. Rightly considered, it is as much to the interest of the consumer as it is to you that a fair price be paid for veneers and panels, because only by so doing can he assure himself of one hundred per cent service.

If to make two blades of grass grow where one grew before is to perform a public service, and is a duty well done, then the manufacturer of veneers and panels is one of the most valuable members of society. He takes a surface of beautiful quartered oak or mahogany, and by the application of his art spreads it out over many more surfaces of equal area, making not two blades grow where one had been, but, to carry out the figure, creating a whole meadow of grass in place of the lonely original blade. That this service is worth while, and that its performance deserves the best brains and the highest ability that America is producing is, I think, attested by the fact that you gentlemen are gathered here today.

The furniture manufacturer, the maker of musical instruments, the producer of interior finish, and all the other consumers of veneers or built-up stock, have long realized that they have been utilizing a product which has assisted them to a large extent in keeping the quality up and the price down. In spite of the fact that timber is not as plentiful as it used to be, and that occasionally it is necessary to invade the wilds of Tennessee in order to get a really high-grade Indiana white oak log, I believe I am justified in saying that the furniture manufacturer and the ultimate consumer are paying little more for their incomparable figured quartered oak than they were fifteen years ago. That this has been accomplished through your efforts, and that the man of average means is able to bring into his home furniture as beautiful as that created for kings, is an achievement of which I think you may rightfully be proud.

Performing so important an economic function as you are, then, and with the knowledge that you have a right to ask the hire which is due the laborer in whatever vineyard, it is reasonable that you should consider ways and means for improving conditions in your trade, and making the business as profitable to those in it as other lines requiring an equal amount of money, experience and ability contribute to their exponents.

First of all, confidence is an essential in making progress. You never heard of a general who captured a city by beating a retreat, nor of a Cuban war hero who marched down instead of up San Juan hill. Confidence in your goods, in your competitors and in your customers must precede real prosperity and enduring success. I am not in a position to assert that this feeling is lacking, yet a recent experience has convinced me that there are at least a few members of the trade who could now and then employ to advantage Sherlock Holmes and his chief lieutenant, Dr. Watson, in finding out just who quoted that low price on panels, and whether or not the sawed quartered oak provided for in the specifications is going to be in evidence when the goods are delivered at the factory of the purchaser.

Col. Roosevelt, a former president, now our esteemed contemporary, is given credit for having originated the phrase, "Walk softly and carry a big stick." It has occurred to me that there must be a mistake about the popular impression in this regard, and that it was some panel manufacturer, who found that a consumer was getting stock at prices fifteen per cent under the proper figure, who felt the need of putting a club where it would do the most good.

As a matter of fact, there is room for uniformity in methods which would make for a better understanding among producers and would open the way for creative work among consumers. Until the millman turning out veneers, and the factory man laying panels, feel that the other fellow is playing the game fair, it is hardly to be expected that the consumer can be made to believe that he should shoulder any of the burden or contribute anything to the general cause of veneered goods.

Take, for example, the matter of thicknesses. If my information is correct, it is not always possible to determine the dimension of a panel or veneer cutting simply by looking at the specification under which it was manufactured. In fact, I believe that you will agree with me that in a good many cases stock is delivered which, if submitted to the acid test, in this case the caliper measurement, would not come up to the mark.

It is of course true that in a great many cases thinner stock may be delivered than ordered without making any difference whatever in the service accorded the user. In fact, I have heard it stated by those whose position in the trade gives them the authority of experience and conceded knowledge that it is entirely within the letter of the law under certain conditions for stock not to be cut to the precise measurement indicated, but that where another thickness will answer the purpose, it may be shipped instead.

Right in the same line is the matter of sanding. Some manufacturers of panels, possibly most of them, deliver stock which, after having been sanded, is exactly of the thickness which the consumer specified in his order. Others assume that the dimension called for meant before the panel goes through the sander, and accordingly the stock actually delivered is a trifle under the mark. There certainly should be some definite understanding about this, not so much that it makes any serious difference to the user, but in order that all may compete for the business on the same basis.

Suppose that it were possible to produce veneers somewhat more cheaply by cutting just a bit thinner than would be the case if one hewed absolutely to the line—what is the result? Does the consumer lose anything? Hardly; for it is a truism that in the long run the buyer gets just about what he pays for, whether it be a suit of clothes or a glued-up panel. The result simply is that most of those quoting on this business adjust their prices to the conditions under which the goods are to be manufactured, and the only loser, if there is any, is the man who doesn't understand the conditions of the game, and who therefore bases his quotation on another assumption. Why not let everybody understand the rules, and let everybody adhere to them strictly?

You have all read, in the days more or less distant and misty, the fairy tale of the prince who was beheaded by his enemy while his watchmen, the lion, the bear and the fox, were asleep. When they awoke, the lion demanded of the bear why he had not done his duty. The bear turned fiercely on the next, and asked why he had not watched over his master. He in turn put the proposition up to the next lower in authority, until finally there was no one left except the poor little fox, who had to shoulder all the blame.

A parallel to that story is given in the panel business rather frequently. If the furniture manufacturer finds a piece of goods which has developed a defect, he wants to know what caused it. His superintendent goes to the finishing department and calls on the men in charge to explain what they have done to create the flaw in the furniture. The finishers wax indignant, and declare that the panel man was to blame. When the panel manufacturer is brought up on the carpet he does the best he can to pass the accusation back to the finisher, but in a pinch he can blame it on the veneer mill, provided he himself did not cut the stock; while the veneer man's only chance of escape is to pass it up to the Providence which provided the log from which the veneer was manufactured.

It is just possible that an improvement could be made in this respect to the advantage of all concerned. The furniture manufacturer is not infallible, and his finishers are as likely as not to spoil a panel which entered his factory in good condition. On the other hand, it is within the range of possibility that something was amiss in laying the work, and that it was the fault of the panel man. At all events, when defects develop, it would help everybody, including the panel manufacturer, to make an investigation as disinterested as it is possible to secure under those always trying and irritating circumstances, to the end that the truth, the whole truth, and nothing but the truth, may be developed, so that the responsibility may rest where it properly belongs.

This may sound like a quixotic suggestion, but it is my humble opinion that the whole trade would benefit from a calm and thorough investigation of such problems when they turn up. In spite of the great progress made in the veneer and panel business, nobody yet knows it all, and such studies are bound to result in the development of facts that will be valuable to everybody concerned.

We have been considering the consumer as the manufacturer of goods in which veneered work plays a part. Let us give attention for a moment to the final arbiter, to whom has been applied the rather apt title of "the ultimate consumer." After all, in spite of the fact that the veneer and panel manufacturer does not come into immediate contact with him, he is an important factor, and his attitude on any question should be taken into account.

Many panel men believe that the public at large understands and appreciates the value of veneered products. I may be greatly mistaken, but it is my own opinion that the average citizen, including the average purchaser of furniture, has a misconception of what veneering is and its relation to solid work. This misconception, if I may be permitted to say so, is emphasized by the fact that many of the manufacturers who use solid lumber in making their goods label the latter as such, thus creating by implication the belief that the veneered article is an inferior product.

In view of the fact that fully ninety per cent of the furniture sold today is veneered, is this not an intolerable condition? Ought not the furniture manufacturer be sufficiently convinced of the merit of built-up panels to be willing to stand by them to the point of explaining to the buyer why his goods are veneered and wherein lies their superiority? Should not the panel manufacturer be sufficiently broad-minded to assist in this campaign of education, to the end that he may increase and broaden the market for his product, and enable it to be sold under more favorable conditions than at present?

These are big questions, and it would be improper for me to enter into a discussion of them. As a suggestion which I think is worth considering, however, the manufacturing consumer and the ultimate consumer, with the aid and assistance of the panel trade, should get closer together on this proposition, so that the veneered article shall stand on its own merits, and sell, not in spite of, but because it *is* veneered.

The interests which the national association represents is a splendid, expanding and worth-while section of the wood-working industry—one which taxes the mind, the patience and the bank account of every member. As Paul exclaimed of Rome, "I am a citizen of no mean city," so can the veneer and panel manufacturer properly assert, "I am a member of no mean calling."

The harmonious efforts of all the members of the trade, along with frank and friendly co-operation with consuming manufacturers, will, I am convinced, solve whatever problems yet remain unanswered.

Wood Distillation

According to the report of the Department of Commerce and Labor, one hundred and forty-seven establishments engaged in wood distillation during both 1909 and 1910, against one hundred and thirty-one institutions in the two previous years. The total reported quantity of wood consumed during 1910 was 1,450,139 cords, an increase of 14.6 per cent over 1909 and 43.3 per cent over 1908.

Of the plants engaged in operation during 1910, one hundred and seventeen were engaged in the distillation of hardwoods, chiefly maple, beech and birch. The quantity of hardwoods consumed during the year was 1,257,997 cords or 86.7 per cent of the total of all the woods consumed in distillation. While operations in hardwood distillation were carried on in fifteen states, Michigan, Wisconsin and New York ranking in the order named, Michigan consumed 41.2 per cent of the total wood utilized. About sixty per cent of the hardwoods consumed as materials in the making of wood alcohol, acetate of lime and charcoal was in the form of body wood, and approximately thirty per cent came from limbs, the remaining ten per cent being in the form of sawdust, slabs and other mill waste.

There were thirty establishments during 1910 engaged in the distillation of softwoods, chiefly yellow pine, with smaller quantities of Norway pine and Douglas fir. Softwoods form a comparatively unimportant part of the wood distillation industry.

Hardwood Flooring

UNDEVELOPED POSSIBILITIES IN FINE HARDWOOD FLOORS

Flooring manufacturers, especially those who are continually devoting more time and attention to the parquetry branch of the business, have begun to realize that this is a field which offers a big opportunity for the designer and the artist. The creation of figures that are really harmonious and beautiful is no mean task, and combinations of the natural colors offered by the myriad of hardwoods from which the manufacturer may select may be produced in great variety and beauty.

A well-known parquetry expert admitted recently in conversation with a HARDWOOD RECORD man that the old castles in Europe offer many suggestions for the parquetry designer, for they are full of panel-work and wood-carvings which show that the interior finish men of those days possessed not merely mechanical skill but also artistic appreciation. Their designs can readily be adapted to flooring work, and the volumes in the libraries which illustrate the interiors of these famous old structures can be made immensely valuable to the parquetry man.

Regardless of the many substitutes that are being applied to other divisions of labor now involving the use of wood products, there is little danger of flooring ever being pushed out of the way. The use of tiling and concrete is large no doubt, but it is used almost entirely from a standpoint of utility. Where real beauty, luxury and the intimate touch of the home are desired, hardwood flooring is in a class by itself. The cold, resisting stone does not lend itself readily to the expression of the feelings that find so appropriate an outlet in the warm colors of well-designed parquetry, and the hard magnificence of the tiled lobby of the hotel or theater loses its appeal when contrasted with the human, sympathetic tones of hardwood flooring.

As a matter of fact, the wise flooring manufacturer realizes that there is no need for him to worry because his work is not going into sections of buildings where exposure to changing temperatures and the whims of climate might affect its appearance to a serious extent. His field is so large that he can resign that part of it to the worker in stone, tile or concrete without misgivings, reserving for himself the treatment of interiors which are not so exposed, and which will insure the permanence and satisfactory service of his product. The entrance to a big office building will be found floored with tile, and this may be true of the halls as well; but the owner of judgment and the architect of discrimination let the limit be placed there, and floor the individual rooms of the building with hardwood as the final touch which gives the offices the proper atmosphere of dignity and elegance.

Getting back to the proposition of designs, the parquetry manufacturer has as many colors to draw upon, almost, as the painter who uses a full palette in spreading a mammoth canvas. The array of domestic and imported woods now going into the finest products of the flooring mill presents colors which suggest the whole gamut of the spectrum, and the designer can combine these in a way which will be not merely attractive, but very effective.

The handsome residence of today demands something more than marble pillars, stone walls and massive stairways. Its floors are being given more attention, and if designs in keeping with the general character of the structure can be offered, there is no reason why the floor should not be considered generally, as it is by the discriminating few, as worthy of the most careful consideration and attention in its treatment and construction. In this connection it may be pertinent to suggest that the parquetry man not confine his offerings to stock designs illustrated in his catalogs; but for big jobs, such as a $50,000 residence or a $100,000 club, offer a wide array of original and striking drawings, which will give the architect and the builder a chance to choose that which fits most perfectly into the general scheme of the building.

The architect is frequently accused of neglecting knowledge of flooring and its value as part of the building most exposed to the gaze of the observer. It is perhaps true that the designer of buildings is prone to regard hardwood flooring simply as hardwood flooring, and to class the product of every mill together. However, recent evidences show that the architect is beginning to give closer thought to the floors of his residences and other buildings, and that the manufacturer who can offer excellence of design with perfect workmanship will not need to worry as much about the prices at which his competitors are offering material as he has had to do in the past.

Just think what color schemes, for example, can be worked out by the designer who is at liberty to include the rich, tropic reds of mahogany, the pallid tone of the white maple and the more active effects of figured white oak; who can use teakwood and ebony, English oak and Circassian walnut, walnut and cherry, red gum and tulip, lignum-vitae and holly, heart of persimmon and tigerwood, red oak and rosewood and all of the other beautifully colored hardwoods which nature has produced in such a wide variety of colors and textures as to make it possible to carry out the most bizarre design that may suggest itself to the mind of the draftsman!

The working of these woods involves difficulties, and the flinty, tough structures of many of the imported varieties makes it extremely hard to prepare the stock for the use which the parquetry manufacturer puts it to. But the beautiful results which follow careful designs and painstaking workmanship find not only reward in the artistic achievement thus realized, but in the actual market value at which such output, properly exploited, may be disposed of.

Here is a field which the flooring trade has only begun to develop.

According to the opinion of the sawmill boys along the Kentucky river, government locks are a sort of log-dam nuisance to timber traffic, and do more to make good jobs for the government employes than to benefit millmen.

* * *

When a millman piles his lumber a little better than seems necessary, it doesn't mean that he is going to extra expense for nothing. It is more likely that he will make an extra profit out of it.

* * *

The man who thinks that the more than forty-eight thousand sawmill men in the United States can be gotten into the same notion at the same time has another think coming. It is a sure thing he never tackled the job of getting even a portion of them to agree on uniform rules of hardwood inspection, or he wouldn't think a lumber trust a remote possibility.

* * *

Saw milling and wood working combined makes up the country's largest manufacturing industry, and employs more wage earners than any other line of manufacture. That's saying something, but it is what the Bureau of the Census says.

* * *

It is now the open season for lumber association meetings and a good time for those with trust-busting proclivities to go journeying after lumber trusts. They might, by hanging around the corridors of hotels, find out many things they didn't know about lumber trusts that don't exist.

* * *

The gatherings of lumber retailers should have more interest for hardwood men this winter than ever before, because both yard men and planing mills are using more hardwoods than formerly, and the prospects look good for further extension.

* * *

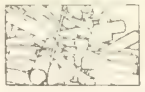
There are too many avoidable accidents happening around woodworking machinery, and too few rational safeguards being employed. It is time to face the issue squarely and eliminate some of the danger traps.

* * *

The hardwood door is not having a very hard row to hoe to find popularity these days.



The Dimension Problem



The following letter is from a leading veteran and well posted Indiana lumber and dimension stock manufacturer:

Referring to your issue of December 10, page 27, under heading "Hardwood Dimension Stock," we quoted on this bill as follows:

Memorandum No. 1.	Clear Qtd. White Oak, 3 1-3" to 6 1-3' long	$75.00
	6½' and up long	90.00
Memorandum No. 2	Plain White Oak 3 1-3" to 6 1-3' long	50.00
	6½' and up long	60.00
Memorandum No 6.	Clear Qtd. White Oak 3 1-3" to 6 1-3' long	60.00
	6½' and up long	75.00

Delivered to New York, lighterage free, to be clear from all defects with the exception of bright sap, stating we would not undertake the order eliminating the bright sap. The prospective customer comes back with a letter reading as follows:

"We have your favor of the 2nd inst. and have carefully noted contents of same. We fear you have entirely misunderstood us as to grading. The grade we require is not that of the National Hardwood Lumber Association rules, but a prime grade for export, i. e., free from sap, heart and all defects. This we stated in our original inquiry and you quoted us special prices on same. Now you say that the day is past when the millman will cut off good wood, even sap-wood, to meet specifications, etc. We beg to inquire what percentage of loss you would have by eliminating the sap, and also how many per cent over the market price you ask in quoting on these items. Our specifications call for 3½ to 6½' and up, no average. Are not these lengths of the grade of common? *You quote prices well above the price of 1sts and 2ds and expect us to take sap as well.*

"We can only buy stock on our own inspection and are prepared to pay your prices for the common lengths, but the stock must be distinctly up to grade of prime above described. You know as well as we do that shorts are worth nothing like the prices you ask unless they are of prime manufacture. Therefore we request you to take up these dimensions and calculate seriously, so that you will know exactly what this stock costs you. We can use any quantity, but must have it according to specifications. If you will adapt to these, we can do a large business with you for a term of years. Awaiting your favors in this direction, we remain, yours very truly, etc."

Your correspondent is calling your special attention to the underscored above. It is possible that the prices quoted for clear lumber in the dimensions given are well above the price of 1sts and 2ds, but where is the market that can buy 1st and 2ds at these prices? Possibly all of our customers to whom we sell all we can manufacture in quartered white oak are a lot of lunatics to pay us our prices, or it is possible that the quotations of the various lumber journals in the country are not correct, and yet your correspondent believes that HARDWOOD RECORD will bear out the assertion we are making, when we say the price quoted for the grade offered including bright sap is very reasonable and much below the market price for regular 1st and 2ds. The prospective customer loses sight of the fact that in this day and age the millman has a market for chair backs, seat stock, table tops, clear strips and other similar dimensions, etc., all of the above admitting a reasonable amount of bright sap. They evidently expect the manufacturer to take his 1st and 2nds lumber at a high price and cut out of it the clear dimension stock required, and supply same at a lower price than the 1st and 2ds. It has been our experience that that is the general expectation from a large share of the buyers of dimension stock. They want *clear* dimension stock at a price of common lumber, or even less, though we are glad to say that in our small business we manage to sell all of the clear dimension stock we can manufacture, at a price much above the price of common, and in some instances where sizes are difficult, at above that of 1st and 2ds, and to people who have purchased the various grades of lumber and attempted to cut the clear dimensions therefrom.

There is no question that this concern knows how to manufacture this dimension stock as good and as cheaply as it can be made to meet every possible requirement of the most fastidious buyer, but only a percentage of these buyers appreciate the immense loss when sap is to be eliminated, and in your correspondent's opinion the elimination of bright sap is idiotic in most cases. There is a time coming when a large number of the millmen will manufacture their low-grade lumber into high-grade dimension stock, but not until the buyers of this class of stock will pay a price at least equal to what the manufacturer can get out of his low-grade lumber, plus waste, labor, etc.

The foregoing letter reflects in a general way both the arguments of manufacturers of this class of material, showing what they should receive for this character of stock, and the contrary arguments of the average buyer indicative of what he expects in the way of grade and price. It is rare, indeed, that the specifications required by the exporter referred to are so severe. It is rarely demanded that bright sap be eliminated in oak dimension.

The real question involved and of particular moment to both producers and consumers of dimension material today may be summed up in determining the real value of clear dimension stock, with bright sap counted as no defect in oak and sundry other woods where the sap-wood and heart-wood are used indiscriminately in the making of furniture and other articles. The intelligent lumber manufacturer knows that desirable dimension stock can not be produced from slabs, edgings, stick-rotted lumber, or extremely low-grade lumber. Dimension stock made of this class of material will not pass muster in a grade to be employed in high-class production. On the contrary, the average buyer insists that dimension stock is made from refuse material and that the manufacturer should demand for it little above the labor cost involved, and seeks to buy it at a price based on this assumption. When a manufacturing consumer succeeds in securing high-grade dimension stock that shows full size when thoroughly seasoned, he is not buying firsts and seconds, but is buying clear material that will work without waste. If this same man were buying firsts and seconds to cut into these dimensions, he would find that his waste will average twenty per cent, and in addition to this, he will have a considerable cost involved in cutting, which can not be figured at less than two dollars a thousand.

The buyer of dimension stock seeks to effect an economy in his lumber cost, and he can accomplish an economy of approximately twelve dollars a thousand feet by paying an average of firsts and seconds price for the class dimension material described; that is, the just price should average firsts and seconds values. The larger sizes should command, say twenty-five per cent above firsts and seconds price, while some of the smaller sizes may be sold at twenty-five per cent less than firsts and seconds price, but the average should be substantially the value of firsts and seconds.

On this basis lumber manufacturers could afford to manufacture and season stock with special reference to cutting their No. 2 and No. 3 into dimension material, and in some instances could afford to cut green dimension stock, but the best dimension stock is made from seasoned lumber after all the defects have developed.

Lumber manufacturers and the furniture and kindred manufacturing consumers should get together on a just proposition on the value of dimension material, and when they do reach this point it will enable all elements in the trade to do business at a better profit and on a lower plane of cost to the manufacturing consumer.

Exports for October

Advance reports of the Department of Commerce and Labor show that during October the value of exports of hickory, oak, walnut and other varieties of logs runs to $216,590, which was nearly eight thousand dollars more than for October, 1910. The total value for the first ten months of the year is $3,866,086 as compared with $3,048,724 for 1910.

The sawed and hewn timber export trade for October amounted to $757,338 as compared with $429,100 for October, 1910; while the values represented by the first ten months' exports were $10,906,334 as compared with $9,383,656 for 1910.

Sawed lumber exports for October reached a total of more than 202,000,000 feet, or about fifty-four million feet more than for the corresponding month of 1910. The total value of the month's lumber exports was $4,299,479. The first ten months of the year showed an increase in the value of lumber exports of more than five million dollars on the same period of 1910.

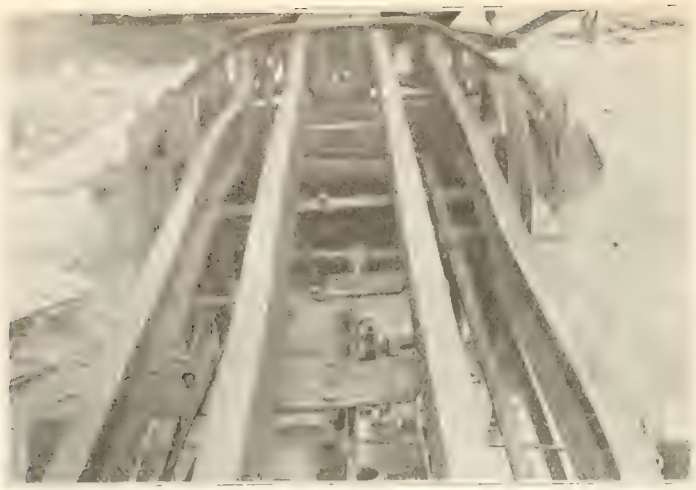
Over in Italy, where they have had lots of experience with cement and marble for flooring, they are now turning more to wood. Here is a hint that ought to make good advertising capital for the maple, beech, birch, and oak flooring people.

* * *

Canada is already buying hardwood from the United States at the rate of seven and one-half million dollars' worth a year. The Canadian cabinet trade is enlarging and it takes American hardwoods to fill its needs.

* * *

If the planer manufacturers push the high speed feed limit much more, shotgun steam feeds will soon be needed for flooring machines.



FAILURE OF STEEL SILL FREIGHT CAR
This Car Had not Been in a Wreck, but Failed in Actual Service. Typical of Many Cases



FAILURE OF STEEL UNDER FRAME
This Car Had Been in a Wreck and Fire, and Illustrates the Tendency of Steel Channel Sills to Buckle

Steel vs. Wooden Railroad Cars

FAILURE OF THE STEEL PASSENGER CAR

At Odessa, Minn., a little town in the extreme western part of that state, on the morning of December 18, the second section of the Columbian flyer of the Chicago, Milwaukee & St. Paul, ran into the first section of this train standing at the station, which was bound for Chicago from the Pacific coast. In the rear of the first section was a new all-steel sleeper, and the next car forward was a steel diner. The second section carried a consignment of silks. The collision resulted in the killing of twelve passengers, and the injuring of a score more.

The Chicago Tribune's account of the accident says:

An important feature of the accident was the demonstration that steel cars are not wreck proof. The engine of the second section tore its way almost to the middle of the steel sleeper on the rear of the first section. The sleeper, hurled forward by the impact, was stripped from the front end by the steel diner, to the next coach ahead, almost to the point where the engine had stopped its destructive ploughing. The diner's floor became elevated slightly above that of the sleeper, and with the force of section No. 2's engine behind, the sleeper was jammed along for twenty-five feet, while the diner as a gigantic knife cut away the upper [illegible]

The Chicago Record-Herald's record of the wreck states:

The greatest loss of life was in the front end of the coach, which was telescoped by the dining car ahead. Although both the diner and sleeper were of steel, the former shirred the upper portion of the sleeper from the floor as if it had been cardboard.

Steel railroad passenger cars, urged as safer than the old type of wooden cars, were dealt a severe blow by the wreck. They were proven vulnerable for the first time, and the fact may work important changes in car construction.

"It is now a demonstrated fact," said a St. Paul road official, "that a steel car can be telescoped. This is the first instance we are aware of in which such a thing has happened. Contrary to dispatches, the sleeper that was telescoped was not running locally between St. Paul and Aberdeen, but was a new car and part of a through train."

The result of this wreck thoroughly confirms the contention that has been made for months in HARDWOOD RECORD that all-steel passenger car equipment does not afford increased safety to the traveler in the event of derailment or collision.

The Ft. Wayne wreck of last August proved the manifest weakness of steel car construction in a marked degree in a side-swiping collision. In this accident the lives of passengers were undeniably saved by reason of their being housed in a wooden diner, with non-collapsible ends, interspersed in the steel train.

The wreck last month at Monmouth Junction, N. J., in which no fatalities among the passengers occurred in the steel cars, seems to have been a happy accident.

The Odessa wreck simply adds to the evidence that steel passenger cars are by no means immune from telescoping in collisions, and that the loss of life in such instances is just as great as would have been the case with cars of wooden construction.

Without any prejudice in the matter, and without any desire to further wood utilization in car construction if it be not the best material for the purpose, HARDWOOD RECORD contends that the evidence it has presented on the subject of steel passenger cars during the past few months, demonstrates beyond peradventure the following facts:

FIRST: That in collisions, steel cars are not immune from telescoping, and consequent loss of life of their occupants.

SECOND: That in derailment, steel cars are just as prone to collapse as wooden cars on steel under-frames.

THIRD: That the cost of steel car equipment is largely in excess of wooden car equipment, without any compensating value.

FOURTH: That the hauling of solid-steel passenger trains is very expensive and extravagant, constituting an absolute waste of money.

FIFTH: That solid-steel passenger trains of even a moderate number of cars are so heavy as to require the employment of two locomotives, one of which could haul a wooden train of the same number of cars, which adds in no inconsiderable degree to the dangers incurred.

SIXTH: That steel passenger coaches have demonstrated their inability to take cross-overs and switches with safety when running at even a moderate speed.

SEVENTH: That the steel type of passenger cars is a very extravagant user of steam for heating purposes in cold weather; that it is rarely comfortable to the occupants in winter; and that it is a veritable hot-box of discomfort in warm weather; and that by reason of its reverberation of metal, loose bolts and joints, it is a nerve-racking vehicle in which to ride.

EIGHTH: That in cold weather they are unhealthful, by reason of the colds by which the larger proportion of the passengers are attacked.

Notwithstanding the fact that this series of articles criticizing steel passenger car construction has been carried in HARDWOOD RECORD since last September, and that more than twenty-five thousand reprints of these articles have been distributed to prominent railroad men and to leading newspapers and magazines throughout the United States; and further, notwithstanding that many of these articles have been reprinted in whole or part in hundreds of American newspapers and magazines, coming to the knowledge of HARDWOOD RECORD, so far but one attempt has been made in defense of steel cars, and this from a manufacturer of steel doors, whose product has no more merit than steel cars, and which will receive due attention in these columns.

The writer in his letter, which is published in the Manufacturers' Record of Baltimore, Md., in its issue of November 9, does not present a single statement that countervenes any that has been made by HARDWOOD RECORD. He attempts the specious argument that the failure of the steel cars in the Ft. Wayne wreck and the escape from material injury in the wooden car was accidental; enlarges on the alleged fireproof value of the steel car; and cites that in a Lehigh Valley wreck some months ago a derailed excursion train collided with some oil tanks, which caught fire and burned some old wooden cars. If this calamity be true, it is such a remarkably isolated one as to constitute little in favor of the necessity of employing a total of steel in passenger car construction.

The writer also refers to the "creaking of the old wooden sleeping car," being just as nerve-racking as the reverberation from a steel car. This statement is undeniably true, but old and worn out equipment of this character has been consigned to the scrap heap years ago.

The steel door man also ventures the statement that the steel interior finish of a car is more sanitary, and of more pleasing appearance than a wooden car. This statement will be recognized as the veriest bosh.

Nothing has previously been said in this discussion about the magnificent interior wood cabinet work, the pride of the nation, that has obtained in the modern wood-finished Pullman. It has been a delight to the eye of every lover of beauty, and has become an exposition of marvelously beautiful wood effects that can by no means be duplicated on steel panels. The very fact that it was the most alluring interior finish effect possible is demonstrated from the fact that in the new type of steel cars attempts are made to simulate wood effects with paint, graining and varnish.

Enough of this discussion. The case against the steel car has been amply proven in the minds of the public, and to every fair-minded and experienced engineer and railroad man in the country.

THE WEAKNESS OF STEEL FREIGHT CAR EQUIPMENT

Another feature of this subject which thus far has been but little touched upon by HARDWOOD RECORD, and which is of manifestly more importance to the lumber industry of the country, from the reason that it consumes a vast deal more of wood than passenger cars, is the steel freight car question.

The Railway and Engineering Review of Chicago, one of the competent authorities on railroad affairs, quotes an eminent civil engineer in the statement: "If I were a technical railway journalist, I would be giving my greatest attention right now to the subject of the design and construction of freight cars. I do not know of any other field in which there is so much room for improvement or in which such vast saving of money can be effected."

The Review alleges that opinions taken as a whole are strong in the belief that engineering science has not yet entered into the design of American freight cars as it should have done. "The neglect of the subjects of structural strength, dead weight, provision against the shock and impact of pulling, fewness of parts, etc., and the general failure to include symmetrical structure of maximum strength and minimum weight, have resulted in an investment of approximately one-and-three-quarter billions of dollars in freight cars, which is probably the most expensive property in the world to maintain."

These figures are arrived at by multiplying the Interstate Commerce Commission's report of the number of cars in the country by the average cost of $755 per car as given by the American Railway Association. The report of this association states the average annual cost of repairs of freight cars, which are now largely of steel construction, is $86.91 per car, and that the total amount paid for maintaining freight car equipment is therefore close to two hundred million dollars a year. In other words, eleven and a half per cent of the cost of the car has to be spent on it every year, and these figures do not include the loss of time of the car, nor the expense of detention and delay of traffic due to defective equipment, which would multiply the expense by more than three.

The Review alleges that every day of the year there are over 175,000 crippled freight cars undergoing and awaiting repairs, and sometimes a good many more; and that there are already over twenty-five hundred all-steel passenger cars running in this country, and it has recently transpired that the railway company using most of them has been obliged to abandon its design of under-frames as unsatisfactory in practice.

Another system which uses many steel coaches has a number of them in the shop, and it has not been able to decide how to handle them owing to their structural weakness. Some steel coaches recently acted so badly in an accident that they are to be scrapped.

The Review refers to the rate hearing before the Interstate Commerce Commission at Washington last winter, at which the legal representatives of some roads gave as a reason why greater revenue was needed, the fact that steel passenger equipment was demanded in the interest of public safety; but that their experience showed that it was far more expensive to haul and to maintain this type of cars.

The Shippers' Manual of the Chicago Board of Trade says: "There are great differences of opinion among railroad officials as to the proper material for the construction of freight cars. All seem to agree, however, that steel should be used to a greater or lesser extent. Many of them favor steel under-frames, while others are opposed to them unless the upper or body frame is also of steel. Some still cling to wood for the entire structure, but, by means of steel plates, reinforce the doors, ends and side posts."

This writer further states that a great obstacle to the construction of the ideal freight car is caused by the constant dissension between various departments of railroads. Each department is interested in making the best showing for itself. One department wants the cost as low as possible; another, however, a low cost of maintenance, which means a well constructed and perhaps expensive car. The master car builder or mechanical engineer, whose prime object in designing a car is quality, upon submitting his plans for approval finds that he is hampered by the selfish criticisms of the department that has to pay for handling or maintaining the equipment.

The Railway and Engineering Review says that in the endeavor to fix the blame for the damage to freight equipment there is almost invariably a tendency to shift the responsibility. The operating department claims that the design or construction of car is poor while the mechanical department evades the blame by insisting that the damage is due to rough handling.

In connection with this article, by courtesy of the Railway and Engineering Review, HARDWOOD RECORD is privileged to present several pictures illustrating a condition which appears to a greater or lesser extent in all-steel type freight cars. Nearly every railroad man and railroad engineer has little to say in defense of the modern type



STEEL CAR BEING SCRAPPED
This Car Failed in Service, and the Scrapping Cost More Than the Value of the Scrap



RESULT OF STEEL CAR WRECKS
These are Wrecked Ore Cars, Thrown on the "Dump" During the Busy Season to Be Repaired Later

of steel freight car construction, save that it is necessary to devise types of freight cars that shall be able to carry more dead weight than it is possible to build from wood, and that steel freight car construction is still in an experimental stage.

Likewise there are apparently no railroad men or engineers of steel car passenger construction who attempt to defend the present type of steel sleeping, dining and passenger car, beyond making the same allegation that this type of construction is still in an "experimental stage," and that eventually it will develop into good results.

The lives of the traveling public apparently enter very little into consideration, and perhaps even less than this is considered the extraordinary and monumental expense that is being undergone by railroads in the purchase and maintenance of both steel passenger and freight cars. In defense of public safety it might be suggested that steel manufacturers, steel car makers, and railroads that employ steel passenger cars should not be permitted to jeopardize the lives of the traveling public until their experiments have reached a satisfactory result. The public certainly would be perfectly willing, until this consummation is reached, that all experiments with steel passenger cars be limited to a passenger list consisting of members of the steel trust, steel car builders and railroad officials who have faith in this type of construction.

The Mail Bag

B 139—Opinion of a Recognized Authority on Northern Low-Grade Hardwood Situation

Cadillac, Mich., Dec. 13.—Editor HARDWOOD RECORD: Referring to "Editorial Comment," "General Market Conditions," HARDWOOD RECORD, Dec. 10, 1911. You say as follows: "Hardwood cuts in the northern country seem to be in over supply, and such offerings as are made for round lots carry a price that is very much below the cost of manufacture."

Knowing as I do your interest in the hardwood industry, I am somewhat surprised at this part of your article as it certainly will have a tendency to do an injustice to the industry if allowed to pass unchallenged. The fact is your reasoning is based on the opposite of real conditions as No. 3 common or cull hardwood in both Michigan and Wisconsin is in lighter supply than at any time since 1907.

Statistics compiled by the Michigan Hardwood Manufacturers' Association Oct. 1 show as follows regarding No. 3 common hardwood: Total stock Oct. 1, 1909, 76,000,000, 1910, 70,000,000, 1911, 56,000,000, or less than 75 per cent of a normal stock, and similar conditions exist in Wisconsin.

I admit that the price paid the manufacturer for No. 3 common hardwood is less than the cost to manufacture, even without allowing anything for stumpage, but there have been only one or two years in the history of the industry when the manufacturer has obtained manufacturing cost for his No. 3 common.

Manufacturers have known for some time of the light stocks of No. 3 common, amounting to a shortage, but the consumer has been so accustomed to an oversupply, that he is slow to realize that such a thing as a scant supply or a shortage is possible. Some, however, must realize the fact, as they are placing orders at $1.00 to $1.50 per thousand higher than sixty days ago, and this is true not only of No. 3 common hardwood, but this condition exists with low-grade lumber of all kinds.

—BRUCE ODELL

B 140—Approves Hardwood Record's Analysis of Publicity Campaign

St. Louis, Dec. 14.—Editor HARDWOOD RECORD: We want to express our appreciation of your article bearing on the subject of advertising, and we fully agree with you in all your statements.

—GOODMAN-GRAYSON LUMBER COMPANY

B 141—Seeks Beech and Birch Dowels

London, N. E., Nov. 29.—Editor HARDWOOD RECORD: We should feel obliged if you could put us in touch with some firms who supply beech and birch dowels. We are anxious to find someone who ships this class of stock.

The above letter is from a London timber and export house, which deals largely in American hardwoods. It has been supplied with the addresses of two producers of beech and birch dowels, and any others interested in opening negotiations with the institution can have the address by writing us and referring to B 141.—EDITOR.

B 142—Wants to Market Applewood

Kansas City, Mo., Dec. 9.—Editor HARDWOOD RECORD: Kindly let us know the names of those jobbers or manufacturers who handle applewood. We have a considerable quantity of this wood that will be available very shortly, and would like this information if you are in a position to furnish it.

—LUMBER COMPANY

This concern has been supplied with a list of the principal users of applewood in the United States, and any others interested in making a connection for this variety of lumber can have the address by writing us and referring to B 142.—EDITOR.

B 143—Contemplates Manufacturing Broom Handles

Piqua, Ohio, Dec. 13.—Edior HARDWOOD RECORD: Will you kindly advise whether it is practical to make broom handles out of birch secured in the northern peninsula of Michigan and Wisconsin?

—MANUFACTURING COMPANY

The writer of the above letter is an agricultural tool handle and wood specialty turnery house, and has been advised that Michigan and Wisconsin maple and birch are used indiscriminately in the making of broom handles, and in some cases a small percentage of beech is also "accidentally" allowed to slip into the bundles of handles.

—EDITOR.

B 144—Wants Small Three-ply Gum Dimension

Lititz, Pa., Dec. 7.—Editor HARDWOOD RECORD: Can you furnish us with the names of a few reliable manufacturers of gum veneer? In the process of manufacturing veneers and panels, and cutting to sizes for various uses, quite a quantity of waste accumulates that could be cut into three-ply sizes we require, which are blocks ¼" thick x 14½" wide x 37⅛" long; and ¼" thick x 37⅛" wide x 7" long, to very good advantage, thus realizing a certain value out of waste instead of burning it. We can use these blocks in car lots.

We would appreciate very much any information you can supply us.

—COMPANY

The writer of the above letter is a foremost manufacturing institution in high commercial repute, which has been given the names of several gum panel producers, but has been advised that there would be no economy in attempting to secure these sizes in carload lots from panel trimmings, and that the cheaper way to secure the material is by having the stock made in the required thicknesses in panels of suitable sizes, and then by means of gang cross-cut and ripping saws reduce it to required sizes. Anyone interested in the inquiry can have the address by writing HARDWOOD RECORD and referring to B 144.

EDITOR.

B 145—Railroads Wake Up

Salt Lake City, Utah, Dec. 12.—Editor HARDWOOD RECORD: We were contemplating the purchase of new cars of all-steel design when our attention was called to the articles recently published by you on this subject. Will you kindly favor us with what reprints you have on this subject in the near future?

J. M. BAINBERGER, Vice-President,
Salt Lake & Ogden Railroad.

B 146—Foreign Oak Supply

New York, Dec. 16.—Editor HARDWOOD RECORD: Under the head of B 133, Mail Bag, your issue of the tenth, we note with interest the remarks of Dr. Schenck on Spessart oak. While we concede all of this to be true as to the high prices of stumpage in this district, please note that this oak is not at all plentiful in Germany, and therefore is practically exotic in price, as the quantity of lumber brought on the market is only sufficient to supply a limited number of German cabinet makers. One should gather the impression that all European white oak stumpage is so dear as might be inferred from Dr. Schenck's letter. Slavonia and Croatia still have much white oak stumpage of as good a quality as that of Spessart and are continually manufacturing lumber for the French, English and Belgian, and last but not least German markets. It is in Austro-Hungary that one finds the largest export productions of white oak lumber.

I. HERZ.

B 147—Approves Hardwood Record's Dimension Analysis

New York, Dec. 16.—Editor HARDWOOD RECORD: Confirming your letter of the 5th instant, we wish to express our warmest appreciation of your article on hardwood dimension in your issue of Dec. 10. We agree with you in every particular. Please note the following points: First: The stock we require is not "dimension" in the accepted sense here, i. e., only certain bills of specified sizes, but rather, as you will note from our inquiry—from certain widths, lengths, thicknesses and up according to the yield of the log. The difference of this production and that of special sizes is one of day and night as regards yield.

We are prepared to take this matter up with any mill or mills having a good quality of white oak, which desire to enter upon such export business, assuring them that the same will prove

lucrative and capable of practically unlimited expansion as to quantities.

Thanking you and awaiting the results of the publicity you have given the matter.

I. HERZ.

B 148—Wants to Market Ebony

Vicksburg, Miss., Dec. 14.—Editor HARDWOOD RECORD: Please give me the names and addresses of manufacturing consumers using ebony in the log. I can put a good deal of this wood on the market if the price would justify.

The writer of the above letter has been given the names of several concerns which utilize ebony in their line of production, and any others that would like to negotiate for a source of supply can have the writer's address by addressing HARDWOOD RECORD and referring to B 148.—EDITOR.

B 149—Seeks Quartered White Ash

Boston, Mass., Dec. 16.—Editor HARDWOOD RECORD: Will you kindly send us the addresses of parties that you can recommend who can supply me with 4/4 quartered white ash?

——— COMPANY.

The above letter is from a foremost Boston jobber. He has been supplied with a list of several competent concerns that may be able to supply the lumber he seeks. Any others interested in the inquiry can have the address by advising and referring to B 149.—EDITOR.

B 150—Seeks New Site

Piqua, O., Dec. 16.—Editor HARDWOOD RECORD: We are seeking a new location for one of our plants. If you know of a good site where four to five million feet of maple and birch could be procured annually for a period of years, suitable for broom handle manufacture, we would be glad to consider it

——— MANUFACTURING COMPANY.

The above letter is from a leading agricultural tool handle and wood specialty manufacturing house. Anyone interested in opening negotiations with it for a location of a broom handle and wood specialty manufacturing plant can have the address on request by referring to B 150.—EDITOR.

B 151—Investigating Chestnut Tree Blight

Philadelphia, Pa., Dec. 12.—Editor HARDWOOD RECORD: The Chestnut Tree Blight Commission is collecting all the available information concerning the market and utilization of chestnut in this state. I would like to know if you can supply up-to-date lists of the manufacturers and users of chestnut, also if you have any miscellaneous information in your file, which may be of value to me. If so, please quote prices for furnishing the various lists, etc.

SAMUEL B. DETWILER, Executive Officer.

Mr. Detweiler has been advised that HARDWOOD RECORD has a very comprehensive list of users of chestnut and of manufacturers of chestnut, and that it is at the disposal of his commission for the purpose he names, at the cost of transcribing from our information service cards.—EDITOR.

B 152—Approves Record's Argument on Handling of Kicks.

New York, Dec. 15.—Editor HARDWOOD RECORD: Your issue of Nov. 25, page 33, contains an article on the handling of kicks, which should be emblazoned, especially with those dealers who never admit they can err. Everyone knows mistakes will creep in, even with the best of organizations, but it seems to take a very high grade of moral courage to admit it. Kindly send us six copies of this issue at once, and oblige.

JIMENIS & CO.

B 153—An Inquiry From Egypt

New York, Dec. 15.—Editor HARDWOOD RECORD: I can't resist sending you the enclosed envelope, which carried an inquiry for red gum, in response to one of our advertisements run in your publication over two months ago. I really didn't know that your circulation extended over the globe as this would indicate.

HAMILTON H. SALMON & CO.

The envelope is inscribed with the address of Mohamed Chehata Ataya, Alexandrie, Egypte.—EDITOR.

B 154—The Steel Car Stories

COLUMBUS, O., Dec. 12.—Editor HARDWOOD RECORD: Will you kindly send me reprints of the several articles that have appeared in HARDWOOD RECORD on the subject of "Steel vs. Wooden Railroad Cars." We would like to bring to the notice of the congressman from this district the deficiencies of steel equipment as you have presented them, so that he may properly understand the situation when the bills referred to in one of your articles, now pending in Congress, are again brought up for consideration. Fortunately, we believe, we are in position to do some effective work in this direction, for the reason that Congressman E. L. Taylor of this district, knows perhaps better than any other member both sides of the question.

DAVID C. MEEHAN.

The writer of the above letter has been supplied with the reprints he asks for. In this connection it is suggested that HARDWOOD RECORD will supply, without cost, reprints of the various articles on the subject of steel cars that have appeared in its columns during the last few months to those who wish to forward them to their members of Congress, together with a letter advocating the defeat of the pending steel car bills.—EDITOR.

B 155—Inspection Report National Hardwood Lumber Association

HARDWOOD RECORD is in receipt of the November inspection statement of the National Hardwood Lumber Association, which shows that during last month the salaried inspectors of the association inspected 6,621,033 feet, and the fee inspectors 6,049,364 feet, a total of 12,670,397 feet.

The report is accompanied by the attached letter to the membership:

Chicago, Ill., Dec. 15, 1911.

The enclosed statement of inspections for November is very gratifying, inasmuch as the amount of lumber inspected is greater by 5,000,000 feet than for November 1909 and 2,000,000 feet greater than for November, 1910. The total for this month, 12,670,397 feet, has never been exceeded in any month prior to this year, and now only by September and October immediately preceding it. In other words, we have broken our previous high record in each of the last three months.

The combined inspections for September, October and November, 1911, amount to 40,797,602 feet and we submit that these figures speak eloquently of the healthy growth of our association, and evident increase in the demand for our official inspection. The work of our inspection bureau shows a net profit to the association of $129.16 for the month.

Since our last letter was issued, we have received twenty-seven applications for membership, making a total of ninety-four since our annual meeting.

A meeting of the board of managers has been called for Jan. 17 at Chicago. Members who have any matters that should be considered at this meeting will please file them with the secretary, or some member of the board, prior to that date.

Wishing you a happy holiday time and a full measure of prosperity for the new year, we are

F. A. DIGGINS, President.

FRANK F. FISH, Secretary,Treasurer.

News Miscellany

Annual Meeting Memphis Lumbermen's Club

Frank B. Robertson of the Anderson-Tully Company will serve as president of the Lumbermen's Club of Memphis, for 1912, having been elected at the annual meeting held at the Business Men's Club Dec. 16. The other officers and directors elected, together with the tickets on which they ran, are given herewith:

FIRST VICE-PRESIDENT, Charles B. Dudley of the Dudley Lumber Company, blue.

SECOND VICE-PRESIDENT, Philip A. Ryan of Philip A. Ryan Lumber Company, red.

SECRETARY AND TREASURER, R. T. Cooper of the Memphis Saw Mill Company, candidate on both tickets.

DIRECTORS for two years: J. D. Allen, Jr. of the Darnell-Taenzer Lumber Company, red; S. M. Nickey of the Green River Lumber Company, red; and C. W. Holmes of the J. A. Holmes Lumber Company, blue.

Frank B. Robertson declared that he appreciated very highly the honor which had been conferred upon him and expressed his gratitude to the nominating committee on the blue ticket, which had made his candidacy a possibility, and the many members of the club who had voted for him and made his election an accomplished fact. He disclaimed any particular ability as an orator but told the members that he had the best interests of the club at heart and that he intended to do everything in his power to make his administration successful. He asked that the other officers and the directors assist him in every way possible and also pleaded with the gentlemen who are to be named on the standing committees to co-operate vigorously.

John W. Dickson, affectionately known to nearly all the members of the trade here as "Old John," showed himself an exceptionally good loser when he declared that there was no ill feeling on his part and that he had it in his heart to do everything in his power for the welfare of the Lumbermen's Club of Memphis. He expressed some surprise that Mr. Robertson had shown such remarkable running ability and congratulated the latter on this fact. He was also very generous in his expression of appreciation of his nomination by the committee on the red ticket and of the splendid work which the latter had done in his behalf. He only regretted that the committee had not been rewarded with results more satisfactory to them.

C. B. Dudley expressed his appreciation of the honor conferred upon him and assured the members of the club that he was ready to do everything that devolved upon him in his capacity as first vice-president. He showed his

last August in the week of the big fire when he referred to the fact that the standing committees are called upon to do the most effective work and that the officers of the club are unable to make much headway unless actively supported by these committees.

Philip A. Ryan made the humorous speech of the evening. His first sentence was typical. "I am just chuck full of happiness tonight." These words carried the members of the club back a year to the time Mr. Ryan was making his maiden speech as a defeated candidate. He evidently was thinking of the same subject as he said that he had come to the conclusion that his failure to secure election a year before was not a defeat but a delay. He thanked the nominating committee which made his candidacy possible and the voters who made his election a reality and assured the members of the club that he would do everything in his power for the advancement of the interests of that organization.

R. T. Cooper, secretary and treasurer, J. D. Allen, Jr., C. W. Holmes and S. M. Nickey, directors, were called upon and responded briefly, thanking the club for their election and pledging their best endeavors in behalf of the welfare of that organization. The defeated candidates for first and second vice-presidents as well as for directors were also called upon and they responded in very happy vein.

A New Nashville Incorporation

The Althauser-Webster-Weaver Lumber Company is the style of a recently incorporated concern which has been doing business for several years in Tennessee on a partnership basis. The company formerly operated a hardwood mill near Sycamore, Tenn., and about six months ago moved its offices to Nashville. The company has an authorized capital stock of $50,000 and will do an operating and wholesale business, strictly in hardwoods.

The incorporators are Wm. Althauser, W. E. Althauser, J. A. Althauser, Chas. Webster and D. Weaver. The officers are D. Weaver, president and treasurer; Chas. Webster, vice-president; W. E. Althauser, secretary.

The Nashville yard of this concern is already well stocked with a general line of hardwood lumber and when it is entirely filled the company will have facilities for taking care of a large volume of business.

E. C. Atkins & Co. Open Vancouver Branch

That foremost and progressive saw manufacturing house, E. C. Atkins & Co. of Indianapolis, Ind., has added another branch to the numerous ones already operated by this institution. This latest one is located at Vancouver, B. C., and will handle the western Canadian trade.

The source of supply for this institution will be the factory at Hamilton, Ont. The new branch is in charge of W. C. Birdsall, who is very popular throughout the entire district. F. R. Arnett, also well known in that section, will assist Sales Manager Birdsall.

The new branch is located in a new six-story store building at 109 Powell street, in the heart of the business district of Vancouver. A very complete repair shop will be one of the features of the new branch.

Annual Meeting of the Sawdust Club

The Sawdust Club, the members of which are also members of the Union League, held its annual banquet on Thursday evening, Dec. 7, at the Union League club house. The attendance was large, and the entertainment throughout [illegible] The room was decorated to represent Ireland, one end of the hall recalling a scene in the North, the other a contrasting scene in the South of this beautiful isle. Irish colors met the eye at every point, and ludicrous characteristics of the Irish native were assumed by the guests. The table was decorated with yellow chrysanthemums in the greenest of foliage, and the diners wore the green Irish hat to complete the picture. An Irish piper and an Irish jig dancer were delightful adjuncts which were highly enjoyed by the diners. A vocal quartette and an orchestra also added much to the enjoyment of the evening. The souvenirs, which were all in keeping, consisted of a miniature hod and bricks, a very suggestive small jug, with the inscription "Ireland Cruiskeen Bawn," and a clay pipe, Pat's inseparable companion. John T. Riley of Charles S. Riley & Co., secretary and treasurer of the organization, was chosen toastmaster, in the performance of which office he amply repaid the selection. Speeches were made by James F. Hope, former president of the Union League; William T. Tilden, recently elected president, and a number of others. The guests sang a number of the famous Irish ballads during the evening; also many Irish bulls were perpetrated and flashes of Irish wit were not badly duplicated. The whole affair was an eminent success and worthy the teeming brains of the committee that had it in charge. Frank C. Gillingham is president of the association, and John T. Riley is secretary and treasurer.



J. M. MILLER, KNOXVILLE, TENN.

The Miller Lumber Company

One of the hardwood concerns of Knoxville, Tenn., is the Miller Lumber Company, at whose head is J. Marion Miller, whose picture is reproduced herewith. Mr. Miller is a thoroughly experienced lumberman, who after spending his boyhood on a Pennsylvania farm has filled every position in the manufacture and marketing of lumber. At the age of twenty-three he took up woods work with a cross-cut saw as a contracting logger. From this beginning he has steadily advanced, buying tracts of timber from time to time and operating small mills. For years he ran these mills himself, acting as his own foreman, logger and sawyer. In these capacities he is recognized as an expert. His early policy of investing in favorably located and high quality of stumpage, he has pursued ever since. Latterly he has contracted for the manufacture of his timber, and has devoted more personal attention to the wholesale end of the business. Mr. Miller started in the wholesale business in Knoxville in 1905 as J. M. Miller & Co. The style of his house was changed in 1907 to the Miller Lumber Company.

The Miller Lumber Company has established a reputation for absolutely fair dealing, and has built up an enviable reputation on this line with a [illegible] percentage of wholesale manufacturing buyers throughout the country. The concern specializes in poplar, oak, chestnut, ash and white and yellow pine; and has offices in the Scruggs building, Knoxville.

New Hardwood Manufacturing Enterprise

Harris & Cole Bros. of Cedar Falls, Iowa, well-known manufacturers of oak and red gum trim, mouldings and general house finish, some time ago acquired a large tract of high-class oak and gum timber in Lamar county, Alabama, and are now engaged in the erection of a model single band sawmill plant at Sulligent, Ala., and the building of ten miles of logging railroad to transport the timber. Sulligent is on the Frisco, midway between Memphis and Birmingham.

L. L. Harris will be manager of the new plant, which will be in operation within three months. It is anticipated that the low-grade stock from this mill will be manufactured into dimension material, the oak going to the furniture trade, and the gum to the company's plant at Cedar Falls, where it will be remanufactured into trim and mouldings.

St. Louis Lumbermen's Club as Host

A banquet was given by the Lumbermen's Club of St. Louis, Wednesday evening, Dec. 6, at the Planters hotel, at which Gifford Pinchot, former chief forester of the United States was the guest of honor and principal speaker. He made a strong plea for conservation of trees and declared forestry flourished everywhere in the United States except "in the woods." He urged the members of the club to transfer the preservation of timber lands from their meetings to the woods and protect their business and show the people that they were trying to prevent the destruction of timber.

Among the prominent guests present were ex-governor and ex-secretary of the Department of the Interior under President Cleveland, David R. Francis; J. Fred Baker, professor of forestry at the Michigan Agricultural College, Lansing, Mich.; Capt. J. B. White of Kansas City and J. A. Ferguson of the State University, Columbia, Mo.

A resolution was passed, postponing the election of officers for the year 1912, which should have taken place at the December meeting, until the January meeting.

Mr. Rolfes, chairman of the entertainment committee named William Eddy Barns, editor of the St. Louis Lumberman, as toastmaster for the evening.

In Mr. Barns' preliminary address, he said that it was just five years since the government began the investigation of the alleged lumber trust and in spite of the many sleuths hunting for it, it had not been found and the lumbermen all over the country would be glad to hear officially what the government had found out after its investigation. He said the lumbermen were more anxious than the public to have the facts revealed.

Mr. Pinchot began his talk by telling what he saw on his recent visit to Alaska. It convinced him more strongly than ever in the great future for that country. "Alaska may yet" he said "be saved from the Morgan-Guggenheim monopoly, which controls Alaska almost completely and the resources of the country, which are greatly underestimated by the public, although in danger of being altogether absorbed by this interest, may yet be saved. The big fight to save the great resources of this rich country has just begun. The combine however has not been broken yet. It has merely been exposed. The big fight is coming.

"Alaska is rich. It has coal mines and great agricultural prospects. It has good timber. In the interior, which has not been much exploited, there is an abundance of good farming lands and I predict that Alaska shortly will be filled with a permanent agricultural population.

"Nothing regarding the monopoly of Alaskan resources, I have said, has been exaggerated.

My recent tour has convinced me of that. And I may say that this coming term I hope for good legislation from Congress regarding Alaska."

During his talk Mr. Pinchot repeatedly paid tribute to David R. Francis, whose work as a conservationist has been of the highest value. As secretary of the Interior former Gov. Francis especially assisted in the work of starting the present forestry conservation ideas.

Mr. Pinchot told of the work being done in the Adirondacks for conservation and scored the methods used by a cooperage company, which, he declared, to be an agent of the sugar trust, in obtaining lumber. He stated that forestry had not only preserved the forests of New York but had increased to a large extent their value in the state.

"The state has a right to ask that private owners of forest lands shall handle their timber in such a manner that it does no damage to the state," he said. "An owner has no more a moral right to wantonly destroy timber on his lands than he has to burn his own house in the center of a town. Forestry is being practiced everywhere except in the woods. We have schools which teach forestry and the theory of conservation of natural resources is popular, but in the woods it is little practiced, except in the national forests."

Mr. Barns then called on Capt. J. B. White of Kansas City, who said the time was coming when everything connected with the tree—the branches and sawdust—would be utilized and all the by-products marketed. This would be a great step toward true conservation, he declared, by stopping all waste.

"Every man," he said, "should try to arouse sentiment to preserve the Ozark mountains as the Adirondacks have been preserved. There are some parts of the Ozarks where trees will not grow rapidly, but a great majority are well suited to the purpose."

Ex-Gov. Francis was the next speaker. He complimented Mr. Pinchot on the work he has done, and declared his endeavors at conservation have been of great value to the nation. He wished the former forester God-speed in his campaign of conservation. He declared that much more harm had been done in the past than is generally conceded to be the case.

Among the other speakers were J. Fred Baker, professor of forestry at the Michigan Agricultural College, East Lansing, Mich., and J. A. Ferguson of the State University, Columbia, Mo. The latter said he would like to see the appointment of a state fire warden, to prevent forest fires in Missouri, and the establishment of a state forestry park to be the playground of the "Show Me" state. He said the forests of the Ozarks would preserve water like a sponge and keep the streams of that section running throughout the year.

Meeting of Chicago Lumbermen's Association

The red room of the La Salle hotel was the meeting place for the Lumbermen's Association of Chicago at its regular gathering on Wednesday, Dec. 20. An encouraging increase in attendance was shown over previous meetings, there being 127 present. The various divisions were seated at individual tables, and the officers and guests of honor seated at the head table.

In the absence of President Boles, Vice-President F. L. Brown opened the meeting, after a tasteful luncheon, introducing the discussion of the value of close social relations between the various members of the Chicago lumber fraternity. He then called on E. L. Thornton of the Thornton-Claney Lumber Company, who read a paper on the question, going into detail as to the specific advantages which have resulted from the social gatherings in various clubs as existed heretofore, and the possibility of great benefits to members of the Chicago association in getting together on a social basis.

J. S. Trainer gave a talk outlining some suggestions for the good of the association, supporting his suggestions with specific instances of direct benefits in the past from co-operation. He named as an example the lowering of the fire insurance rates on hardwood yards, by one-third over last year's figure, and further pointed out the advantages which would accrue from a thorough discussion of credit and business methods of the various customers of the Chicago trade.

The chair then introduced the subject of quarters, which has been a pertinent question in the mind of every member of the association. The various divisions have had individual meetings on this question, and the resolutions adopted by each were read by the respective chairmen.

C. L. Crow of the pine yard division, gave as the desire of his division that a committee be appointed to go into the question of the formation of a lumberman's club as a separate social body from the present association.

Joseph Dion, chairman of the hardwood yards division, said that members of his section would recommend not going beyond the present dues of $40 a year, and that they did not see any specific advantages in the club plan.

F. B. McMullen, chairman of the hardwood wholesalers division, read a resolution as adopted by his division, which was opposed to any change of quarters not providing for a social home for the members.

E. A. Thornton, chairman of the pine wholesalers division, read a resolution favoring the club idea, if it can be accomplished without extra assessments, and suggesting that the matter be left to the directors.

E. A. Lang of the manufacturers said that his division favored the club plan and is against any increase in dues.

W. D. Kimball, speaking for the commission men, said that they would abide by any action of the directors, providing no extra dues were assessed. He also suggested the appointment of a special committee to work out the club plan on a separate basis.

A resolution presented by E. A. Thornton was then read by the secretary, in which the advantages of having a social club among the lumbermen were set forth, and in which the association pledged itself to abide by the action of the board of directors, whom it instructed to appoint a committee, to be called a promotion committee, to work out ways and means of providing a lumbermen's club. After considerable discussion of this measure, in which the strongest feature brought out was the possibility of providing quarters for non-resident members, and the probable financial support of such a plan by such members, the question was put to a vote and passed unanimously.

Chairman Brown then introduced a discussion of the recently passed Workmen's Compensation Act for the state of Illinois. He asked Elmer H. Adams, a prominent attorney of Chicago, to discuss the act and explain its meaning. Mr. Adams said, among other things, that a concern is not compelled to come in under the act, but that if it wishes to stay out, it must give notice to the State Board of Labor Statistics before Jan. 1. The chief benefit derived from the act will be the fixing of a definite rate of liability, which will, however, be higher than the present average rate. Furthermore those going in under the act give injured employes the right of a first lien on all property to the amount of compensation. On the other hand, by not coming in with the act, the employer forfeits the risk of employe, fellow servant, and contributory negligence features which he has enjoyed as advantages before a jury.

A short discussion of the act followed Mr. Adams' remarks, after which the meeting adjourned.

Legal Battle for Open Shop for Mill-Work Products in New York

Supplementing previous reports regarding the legal battle which is now in the courts in New York City between the American Anti-Boycott Association, representing large door and trim manufacturers throughout the country, against the United Brotherhood of Carpenters and Joiners of that city, the following are the developments of the fortnight:

As will be remembered from previous reports in HARDWOOD RECORD, this battle is being waged in the interests of open trade in doors and mill-work in the Metropolitan district, which the labor unions are endeavoring to prevent through strikes, boycott and other procedure. As noted in previous reports, several cases have been brought in the state and federal courts in New York City by which door and mill-work manufacturers, both local and throughout the country, secured injunction against such practices by the labor unions against the non-union products of their mills.

Referring to the cases brought in the local courts as above mentioned, the case of Louis Bossert & Son, the large Brooklyn lumber and mill-work house, against the Carpenters' Union came up for hearing before the court as to whether the temporary injunction issued in that case should be sustained, and, after due consideration, the court sustained the injunction, thereby preventing any interference in the purchase, sale or installation of material handled or made by the firm within the jurisdiction of the court.

The case of the Albro J. Newton Company, lumber dealer and mill-worker in Brooklyn, against the same Carpenters' Union was postponed for final hearing until the January term of the court. In this case the court previously issued a temporary injunction against the Carpenters' Union, and later continued the injunction.

In the case of the Paine Lumber Company against the Carpenters' Union, which is in general a similar proceeding to that involved in the Newton and Bossert cases above referred to, the court has sustained the temporary injunction, and actual trial of the merits of the case probably will occur within the next few months.

As will also be remembered, in the last report on these cases it was noted that the Carpenters' Union in retaliation of the activities of the American Anti-Boycott Association had instituted a suit against the latter organization for alleged violation of the Penal Code, alleging the illegal practices. This case also came up before the court, and answers were presented by both sides, the court reserving decision.

Concurrently the court also heard arguments on the proceedings instituted by the American Anti-Boycott Association against certain officials and members of the Carpenters' Union for contempt of court, growing out of alleged violations of the court's injunction in the Paine Lumber Company case. This was a very interesting chapter of the fortnight, inasmuch as it was fraught with great importance to the effectiveness and value of the court's injunction.

Meeting Philadelphia Lumbermen's Exchange

The regular monthly meeting of the Lumbermen's Exchange of Philadelphia, preceded by a luncheon, was held on Dec. 7, President William C. MacBride presiding. Frederick S. Underhill, chairman, railroad and transportation committee, in an address on the difficulty experienced by lumbermen in submitting their claims to railroads for demurrage overcharges, explained that on presentation of claims to the carrying companies the first thing asked for is a record of the data showing the days, etc., overcharged. If this can be produced the company will consider the claim, but if there is no definite record to substantiate the claim the railroad company will give the matter no consideration whatever. To meet the difficulty Mr. Underhill recommended a book, which has recently been compiled by a Mr. Challenger, formerly of a railroad company, in which a complete code of laws, rules, etc., pertaining to the demurrage question is given, together with a sys-

tematic plan for the recording of data of demurrage claims in a manner to satisfy the requirements of the railroad and so obviate all controversy which so seriously hampers trade. A copy of this book with full details as to cost, etc., is in the hands of John H Lank, secretary of the exchange.

At this meeting the question of changing paragraph C of the 1910 rules for the inspection of short leaf pine plank and dimension sizes, adopted at the conference held by representatives of the North Carolina Pine Association and various eastern lumber exchanges at Washington, D. C., was brought up and a new paragraph for adoption in its place was submitted by the North Carolina Pine Association. After a careful discussion by a number of the members present it was decided that the exchange declined to sanction the change of the article as adopted in 1910 rules.

The meeting had been notified that the question, "Is Philadelphia prepared for the opening of the Panama Canal?" would be brought up for discussion, and Frederick S. Underhill opened the debate with an interesting sketch of the canal, which is approaching completion and which will prove of such incalculable advantage to the commerce of the world. He reminded those present that the merchants on the Pacific coast are replacing the old wooden docks and piers with concrete constructions, deepening the channels and preparing generally for increased business. Boston needs no urging to make ready for new trade and facilitate shipping, and Baltimore is testing her wharfage, and organizing new steamship lines to run direct from the Pacific coast via the Panama Canal, to her ports. Mr. Underhill advised the members to consult together on the subject and ascertain, if as a body of business men, they are prepared for an increase of shipping. President MacBride here took the occasion to announce that the new administration which went into effect on Dec. 4 had pledged itself to put in the best condition the harbors and docks of the city. The subject was further discussed by Owen M. Bruner, who explained that not alone would lumber be brought from the Pacific coast through the canal at a thirty-cent rate, but the arising competition would force a reduction in railroad charges, which at present are conceded to be exorbitant. It should also be considered, he said, that in the new state of affairs the eastern lumber merchants would be able to sell Pacific coast lumber, hundreds of miles inland, at a reasonable profit.

The discussion resulted in a resolution authorizing President MacBride to appoint a committee, composed of five members of the exchange, with the object of considering the preparation of Philadelphia for the opening of the Panama canal; also, it should devolve upon the committee to urge the other trade bodies to join in the work.

Liverpool Market

Alfred Dobell & Co., Liverpool, under date of Dec. 1, advise that a satisfactory lumber demand prevailed during November; that the supplies came forward moderately; that values were very firm, and in some articles an advance was established; and that stocks generally are now within healthy limits.

In mahogany they report an import during November of 1,128 African logs, and that the November auction sales were well attended and the catalogues were practically cleared under spirited competition at excellent prices.

Benin and Lagos wood were in demand, and values even firmer than previous sales. This competition prevailed with other African varieties.

The report says there have been no arrivals of Mexican wood for some time and the market is [illegible] of stock. There are a few logs of Honduras, Guatemalan and Nicaraguan woods, and there is a very small stock of Cuban mahogany. For [illegible] there is a demand only for large sized logs of a figured character and these command high prices.

In Spanish cedar receipts for the month were 208 Cuban logs, and shipments of medium to large sized, sound, straight logs would obtain good prices.

Rosewood is seldom inquired for. Richly figured satinwood and plain logs from medium to large dimensions realize good prices, but logs of small size are neglected.

There is a steady demand for high grade lignum-vitae at fair prices.

The report alleges that there is a good sale at the present time for high-class southern oak logs. It notes that the arrivals of oak wagon plank during the month have been moderate, and that prices are advancing, induced by an increased consumption. The arrivals of oak coffin planks have been light and shipments of prime quality and good specifications are saleable at firm figures, but inferior wood is not wanted.

The arrival of walnut logs has been moderate. There is a good inquiry for large prime quality walnut logs and good prices are obtained for parcels of this description. The import of black walnut planks and boards has been moderate and prices are unchanged.

The report alleges that red gum boards continue in good demand at firm figures; that for poplar logs there is a fair inquiry for first class stock, but indicates an over-supply of poplar logs from the Mobile district. Poplar planks and boards have arrived in fair quantities with unchanged prices. The demand for tupelo is quiet.

The arrivals of oak and hickory logs have been light, and stocks are within a limited compass.

The demand for ash lumber is quiet and unchanged in value.

Cypress lumber seems to be in fair demand, but stocks are ample for the limited requirements.

Biltmore Doings

Biltmore Doings for November, showing the recent work of the Biltmore Forest School in Germany, states that the school is well established in its winter quarters at Darmstadt. Here the students have every facility for woods work and technical study, as they have the privilege of using the facilities of the famous Darmstadt Polotechnic school for their inside work.

In speaking of the woods surrounding Darmstadt, they are described as old stands of pine containing from 10,000 to 15,000 board feet per acre, which were raised from scattered pine cones.

Pine in Germany is used, as in America, for construction purposes. Logs fifteen inches in diameter are worth in the woods, five miles from the railroad, $20 to $35 a thousand feet. The smaller stuff is made into box lumber, or cooperage stock and brings from $10 to $12.

The students recently took a week's trip to the Spessart mountains near Darmstadt, where they made a careful analysis of white oak. The white oak of this territory is identical with the English white oak and is an excellent wood, furnishing probably the most valuable oak veneer logs in the world. While there is plenty of this white oak left, the state of Bavaria, which owns it, will sell no more than a small annual percentage of the entire stumpage. This results in extremely high prices. Logs fifteen miles from the railroad come to an average figure of $280 per thousand feet, and the top figure for the choicest logs is $585 in the woods. Individual trees very often have a price in excess of $1,000. With such prices prevailing, the occurrence of a mast year of the oak, the year when the acorns are plentiful, is eagerly looked forward to by forest owners. Fortunately a mast year occurred this year, and the students were given an opportunity to study at first hand German planting methods.

A number of stands of white oak cruised by the students in the Spessart mountains, showed the following results: Stands 105 years old contain an average of 203 trees to the acre or 13,683 board feet; stands 250 years old contain 67 trees to the acre, or 45,600 feet board measure. The majority of the trees are tall and contain three or four saw logs.

In addition to the woods work, the students have had considerable drilling in lumber inspection on a quantity of American lumber shipped especially for their use. Dr. Schenck, the director of the school, is lecturing at present on sylviculture, and Dr. House is engaged in his drendrology course.

C. L. Willey Home from Europe

C. L. Willey, the big veneer producer of Chicago, returned on Sunday morning, Dec. 17, from a two months' European trip, during which time he has been remarkably busy. He attended several of the auction sales at Liverpool, and succeeded in digging up more than a thousand desirable sticks of mahogany, as well as several choice lots of Circassian logs, involving 728 pieces in all.

Mr. Willey also had the good fortune to market at satisfactory prices 271 carloads of three and four inch poplar, from the stock of the wood that he bought from the Singer Manufacturing Company last spring. This sale involves more than five and a half million feet, while his purchases of mahogany and Circassian figure up to about $150,000.

Mr. Willey's home-coming was tragically interrupted, as when he arrived at New York the latter part of last week he was advised of the death of his brother, L. G. Willey of Pittsburgh, formerly of Willey Brothers, proprietors of the National Box Company. Mr. Willey's brother was sixty-one years old and retired from active business five years ago.

1912 Calendar Crop

HARDWOOD RECORD wishes to acknowledge receipt during the last fortnight of many works of art in the form of calendars for the coming year, and among them are the following:

The Williamson-Kuny Mill & Lumber Company's calendar shows views of its offices and yards at Mound City, Ill., where it manufactures southern hardwood lumber and high-grade oak veneers and has an annual capacity of 15,000,000 feet. It also bears the photographs of A. W. Williamson and F. J. Kuny of the company, so that anyone in the hardwood industry who is not acquainted with these gentlemen at present, may recognize them the first time they catch a glance of them.

Duhlmeier Bros., manufacturers of hardwood lumber, Cincinnati, O., have sent to their friends in the trade "with best wishes for a happy and prosperous 1912" a most artistic calendar. The color scheme chosen for this is blue and white and is very effective.

There is also one from the Garetson-Greason Lumber Company of St. Louis, Mo., which depicts a society belle, the original painting of which was one of Relatid's.

James Kennedy & Co. Ltd., "home and foreign timber merchants," with head offices at 69 Buchanan street, Glasgow, Scotland, have sent out a calendar portraying woods life, and reproductions from photographs of fine lots of walnut logs and plain white oak, as well as scenes at their various yards.

From the Midland Lumber Company, Parkersburg, W. Va., has been received a large sized picture which makes one long for the "good old summer time," when one is engaged in catching twenty-pounders.

Ship-Building Statistics for 1909

A recent government report on ship-building in this country for 1909 shows that the number of establishments increased twenty-three per cent and the capital invested four per cent as compared with figures for 1904. The value

of work done during the year increased eleven per cent.

There were 1,353 private establishments in 1909 and 1,097 in 1904. The capital invested in 1909 was $126,118,000 and the value of work done at private yards during that year was $73,363,000.

In the government ship yards the value of work done during the year 1909 increased fifty per cent over the 1904 production. The number of vessels of all kinds of over five tons launched at government yards in 1909 was 31, having a gross tonnage of 2,059. The number launched at private ship yards during the same year was 1,584, with a gross tonnage of 467,219. In addition there were 22 vessels having a gross tonnage of 12,535, launched in establishments engaged in making such other articles as railroad cars, machine shop products, timber products, etc. The total for the three classes of output was 1,637 vessels of over five tons, aggregating 481,813 tons gross weight.

Of this total 169 were steel vessels, weighing 260,765 gross tons, and 1,468 were wooden vessels of 221,048 gross tons. It is interesting to note that figures for 1909 compared with 1904 show a decrease of forty-one per cent in a tonnage of wooden vessels turned out during those two years, and an increase of forty-six per cent in the tonnage of steel vessels.



SIX-COUPLE LOGGING LOCOMOTIVE BUILT BY THE BALDWIN LOCOMOTIVE WORKS FOR THE WACCAMAW LUMBER COMPANY

New Type Logging Locomotive

In deciding upon the type of locomotive best suited to perform any given service, all the conditions under which the engine is to operate must be carefully considered. This is true, not only in the case of regular road engines, but also of locomotives intended for special work, such as logging service, where the operating conditions are quite as variable as on trunk line railroads. In fact, the locomotive builder is frequently required to exercise his greatest ingenuity when designing engines for logging, industrial and other special classes of service.

In selecting locomotives for logging work, it must be remembered that such engines are frequently operated where there are inadequate ship facilities, and hence they must stand up under rough usage and with a minimum amount of attention. For this reason, other things being equal, the simplest type of locomotive proves the most efficient, and in the long run gives the greatest satisfaction. Simplicity of construction is one of the strongest points in favor of the direct connected locomotive for work of this character, and large numbers of these engines are giving excellent satisfaction in logging service. The Baldwin Locomotive Works have for years been giving special attention to this matter, and have developed a line of direct connected logging locomotives adapted to a great variety of service conditions. With a suitable wheel arrangement, preferably including a radial truck at each end, such locomotives can operate on rough tracks, and can enter sharp curves and switches without danger of derailment when running in either direction. This feature is secured in combination with a relatively large boiler, so that ample steaming capacity is provided and the locomotive can operate successfully on heavy grades.

The accompanying illustration represents a Baldwin logging locomotive, recently built for the Waccamaw Lumber Company, Bolton, N. C. This engine has three pairs of driving-wheels, with a two-wheeled truck at each end. The front truck is center bearing and is equalized with the first and second pairs of driving wheels; while the rear truck, which is side bearing, is equalized with the third pair. This provides a three point suspension system, and enables the running gear to adjust itself to inequalities in the track. The springs and spring rigging are of ample strength to withstand rough service, and liberal clearance is allowed between the frames, equalizers and spring hangers.

This locomotive is arranged for burning coal, and is fitted with a rocking grate, straight open stack and netting and deflecting plates in the smoke-box. The equipment includes two sand-boxes, two headlights, and a Baldwin steam brake on the driving and tender wheels. The front end of the locomotive has a pilot, while a step is placed across the rear of the tender. The draw castings are of the two-pocket type, with automatic couplers in the top pockets. The cab is roomy, with large side windows and a ventilator in the roof.

The tender is strongly built, and it has a sloping back tank with capacity for 2,000 gallons of water and 3½ tons of coal. Both engine and tender are equipped in accordance with the requirements of the Interstate Commerce Commission.

This locomotive exerts a tractive force of 12,800 pounds, and is of the following dimensions: Gauge, 4′8½″; cylinders, 13″x22″; boiler, diameter, 44″; steam pressure, 170 lbs.; total heating surface, 767 sq. ft.; grate area, 13.3 sq. ft.; driving-wheels, diameter, 42″; driving wheel-base, 8′0″; total wheel-base, engine, 22′9″; total wheel-base, engine and tender, 43′6″; weight on driving-wheels, 56,400 pounds; weight, total engine, 76,400 pounds; weight, total engine and tender, 123,000 pounds; tank capacity, 2,000 gallons; fuel capacity, 3½ tons.

Receivership for Big Wisconsin House

The John R. Davis Lumber Company of Phillips, Wis., one of the largest lumber manufacturing concerns of the state, has been placed in the hands of a receiver, as the result of the application of one of the largest unsecured creditors. Judge Sanborn of Madison has appointed State Senator A. W. Sanborn of Ashland and the Central Wisconsin Trust Company of Madison as receivers. In a letter sent out to the creditors of the company, John R. Davis, president, says that he is willing that the unsecured creditors shall be paid in full on their claims before he is paid a dollar upon his claim, which is fixed at $70,000. Assets of the company, according to a statement appended to the letter, have been appraised at $3,036,604.30 and the liabilities in trust deeds or mortgages on its property, an indebtedness on a land contract and an unsecured indebtedness to the sum of $292,000. Mr. Davis says that on a conservative basis he considers the property of the company to be worth $2,500,000 if properly managed. A meeting of the creditors was held in the Hotel Pfister, Milwaukee, on Dec. 22.

Wisconsin Forest Reserve

Wisconsin owns 133,728 acres of fine forest land located in the northern part of the state, 111,407 acres of which were purchased within the last four years. Most of this land will need no further attention than guarding against fire, as most of it is covered with second growth timber. The value of the forest reserve is estimated at about $2,000,000.

State Forester E. M. Griffith is desirous that the state purchase, without further delay, lands lying within the forest reserves, but held by individuals. He argues that the chief danger from fires lies in these non-state owned lands, as they are not so effectively patrolled as the state lands. Almost every tract contains beautiful lakes and streams. The headwaters of almost every large river lie within these demesnes, so that these reserves become an important link in the state's attempt to tax the water privileges along its rivers.

It is generally conceded that the land companies and lumbermen have been reasonable in their demands, as they have asked the state but two to three dollars an acre less than settlers pay for tracts not so well adapted for the purposes desired by the state.

Efforts are being made to have the state buy a tract at the mouth of the Wisconsin river. It was there, tradition says, that Pere Marquette first beheld the Mississippi river. If bought, it will be reserved for a park.

Report on Wisconsin Cut and Shipments

Secretary Kellogg of the Northern Hemlock & Hardwood Manufacturers' Association, has issued the following statement showing the lumber cut and shipments of fifty-seven houses allied with his association during November, 1911, as compared with November, 1910:

	Cut, M feet.		Shipped, M feet.	
	1911.	1910.	1911.	1910.
Hemlock	14,364	9,904	31,195	30,930
Ash	126	605	913	671
Basswood	1,187	2,643	4,999	3,863
Birch	1,503	3,760	6,539	4,028
Elm	296	1,197	2,025	1,682
Maple	2,575	2,812	2,852	2,483
Oak	27	125	208	226
Not specified	380	731	2,613	1,917
All hardwoods	6,094	11,903	20,149	14,870
Totals	20,458	21,807	51,344	45,800

Increase in hemlock cut, 45 per cent.
Increase in hemlock shipments, 1 per cent.
Decrease in hardwood cut, 49 per cent.
Increase in hardwood shipments, 35 per cent.
Decrease in total cut, 6 per cent.
Increase in total shipments, 12 per cent.

Cooperage and Wooden Goods

The Bureau of the Census has issued a preliminary report for 1909 on the subject of cooperage and wooden goods, including all kinds of barrels, hogsheads, kegs and cooperage stock except such as is made by meat packers and canners, and by manufacturers of lumber, butter, cement, flour, lime, etc. The statement also includes various kinds of wooden goods such as chopping bowls, wash boards, churns, ladders,

[illegible] and industries not given in [illegible]

The general summary shows increase in eight and a decrease in three of the items as compared with the census of 1904. The capital invested increased thirty-seven per cent; the gross value of production, four per cent; cost of materials, six per cent; value added to manufacture, one per cent. The number of establishments decreased two per cent; average number of wage earners, five per cent; amount paid for wages, one per cent. The capital invested was $50,342,000, a gain of $13,585,000 over 1904. The value of products was $60,248,000 in 1909 and $57,956,000 in 1904, an increase of four per cent.

Miscellaneous Notes

Eisen Casteman & Co. have established a broom factory at Gleason, Tenn.

The Owensboro Chair Company recently commenced business at Owensboro, Ky.

The Cadillac Lumber Company, formerly of Chicago, Ill., has removed to Gary, Ind.

Notice has been filed of the dissolution of the Auburn Lumber Company of Auburn, Ind.

The Metz Lumber Company, Canton, O., has been incorporated with a capital stock of $25,000.

The Veneer Products Company, Greenville, Me., has increased its capital stock to $100,000.

The Linden Lumber Company, Linden, N. C., has been incorporated with a capital stock of $6,000.

The Taylor Lumber Company of Chattanooga, Tenn., recently filed an involuntary petition in bankruptcy.

The Folding Fruit Box Company, Dowagiac, Mich., has been incorporated with a capital stock of $2,000.

The Elledge Lumber Company, Tuscaloosa, Ala., was recently incorporated with a capital stock of $5,000.

The Hub Lumber Company, Hub, Miss., has been incorporated with an authorized capital stock of $50,000.

The Kay Lumber Company, Camden, N. J., has been incorporated with an authorized capital stock of $50,000.

The Wilbur M. Russell Box Company, Boston, Mass., has been incorporated with a capital stock of $50,000.

The Theo. Fathauer Company of Arkansas, located at Helena, has increased its capital stock to $100,000.

The Carolina Lumber Company, Columbia, S. C., has been incorporated with an authorized capital stock of $5,000.

The Pellez Lumber Company, Pellez, Tomnolen P. O., Miss., has been incorporated with an authorized capital stock of $10,000.

Richmond, Va., is the home of the newly incorporated Johnston Box Company, which has an authorized capital of $50,000.

A factory for the manufacture of wagons will be erected at Middlesboro, Ky., by the Pinnacle Wagon Manufacturing Company.

The W. H. White Company, at Boyne City, Mich., is planning a further extension to its recently completed dimension mill.

The Thomas & Whitton Lumber Company was recently incorporated at Louisville, Ky., with an authorized capital stock of $10,000.

The Williams Company, Cleveland, O., has been incorporated with a capital stock of $50,000 and will manufacture carpet sweepers.

The Ford Manufacturing Company of New Albany, Ind., has recently changed its name to the American Hame & Manufacturing Company.

Fire recently destroyed the sawmill of the Benford Lumber Company, located at Benford, Ind. The mill is estimated at $50,000 full insured.

The Gleason & Hicks Lumber, Furniture & Produce Company has been incorporated at Crocker, Mo., with an authorized capital stock of $10,000.

The R. S. Foster Lumber Company, Indianapolis, Ind., has been incorporated with a capital stock of $25,000. The directors are C. C. Foster, R. S. Foster and R. L. Wilson.

Fire recently destroyed four dry-kilns of the Miller & Vidor Sawmill Company at Milvid, Tex., causing a loss estimated at from $20,000 to $25,000, fully covered by insurance.

The Taylor-Turney Lumber Company, Marshall, Tex., has been incorporated with a capital stock of $20,000. The incorporators are H. H. Taylor, M. Turney and E. S. Fry.

The Denton Chair Factory was recently incorporated at Denton, N. C., with a capital of $75,000. C. C. Shaw is president and B. L. Harrison is vice-president of the company.

Fire recently destroyed the lumber mills of T. E. Purdy of Altona, Clinton county, N. Y., entailing a loss estimated at between $30,000 and $40,000, partially covered by insurance.

The Dickey & Campbell Company has bought 8,000 acres of hardwood timber in Yancy county, North Carolina, and will shortly erect a band mill and begin the construction of sixteen miles of railroad for its exploitation.

The sawmill plant of the Scott & Howe Lumber Company at Ironwood, Mich., recently started winter operation with a crew of about one hundred men. It is expressed that the mill will work uninterruptedly all winter.

Fire of unknown origin recently destroyed the plant of the McGuire Cabinet Company, manufacturer of hotel fixtures and show cases, Los Angeles, Cal., entailing a loss of $7,000 on the contents and $5,000 on the building.

The Star Handle Company of Union City, Pa., expects to be ready for business about Dec. 1. The principals of the company are Arthur Huntley, Lee Mosher and George R. Hunt. The plant will be equipped with all the latest machinery.

The purchase of 11,000 acres of hardwood timber land in Ouachita Parish, Louisiana, by the Advance Lumber Company of Cleveland, O., is reported. The company will soon begin the erection of a mill for the manufacture of lumber on its new possession.

The Hill Brothers Tie & Lumber Company, Charleston, W. Va., has been incorporated with a capital stock of $35,000 to develop timber lands. The incorporators are Charles F. Bynner, Mrs. Alta M. Bynner, Elmer W. Vernon, Joseph V. Hill, Glenn S. Hill and Vernon J. Elder, all of Columbus, O.

The Valley Tie & Lumber Company, Inc., has been incorporated at Staunton, Va., with a maximum capital of $150,000, minimum, $100,000, and will do a lumber and cross tie business. The officers of the new company are M. W. Mercereau, president; W. K. Mercereau, vice-president; Lynn A. Beck, secretary and treasurer.

A charter was recently granted to the Asheville Timber Company, Asheville, N. C. It is said the company will operate on $1,000,000 capital, and has secured options on 250,000 acres of virgin hardwood timberland in western North Carolina. When all the properties are taken over it is proposed to increase the capital to $4,500,000.

A correspondent alleges that John A. Reitz & Sons of Evansville, Ind., are probably the oldest hardwood lumber house that has been in continuous operation in the sawmill business in the United States. This concern has occupied the same premises since 1845. It is further stated that everyone connected with the concern has accumulated a fortune.

The Range Lumber Company has been organized at Deer Creek, Pocahontas county, W. Va., to cut timber, manufacture lumber and deal in timber lands. The authorized capital is $150,000, of which $75,000 has been subscribed and $10,000 paid in. The incorporators are G. G. and A. E. Stitzinger, W. H. Gillespie, W. N. Baer, A. D. Mornes and W. G. Eckles of New Castle, Pa.

John E. Shoffner and John D. Hutton of Shelbyville, Tenn., recently purchased 5,500 acres of timber land in the central section of Mississippi for $110,000. They have closed a contract with George W. Steagall & Son, millmen of Tullahoma, Tenn., to cut and saw the timber, which is estimated at over 30,000,000 feet. A Cincinnati firm has contracted for 2,000,000 feet of oak lumber to be received on its yard.

The Frank Janes Company, Ltd., of Janesville, West Carroll Parish, Louisiana, has recently perfected organization with the election of Frank Janes as president and treasurer; George Wesley Smith, vice-president, and Joseph Chop, secretary. The company is capitalized at $500,000. It is extensively interested in the hardwood industry, and is building a short line of railroad in connection with its sawmill interests.

It is announced that S. G. Porcher & Co., Brunswick, Ga., have bought 25,000 acres of timber land in the southern portion of Wayne county, Georgia, and expect to enter the sawmill business on a large scale. They recently bought the sawmill and timber interests of the Brewster Lumber Company at Thallman, and in close proximity to the tract just purchased. S. G. Porcher & Co.'s mill has a capacity of 25,000 feet of lumber a day.

It has been announced that the Florida Woodenware Company of Palatka, Fla., has closed a contract for the erection of a large warehouse in which to store the products of its factory. The company reports that it has had a remarkably successful business in the manufacture of tubs, buckets and other articles. The output of its factory at the present time is 700 packages per day. It is also stated that the company plans an enlargement of its manufacturing plant and the installation of additional machinery.

The Watkins Lumber & Mercantile Company has recently filed articles of incorporation and been granted a charter under the laws of Arkansas. It is capitalized at $25,000, of which $23,000 was subscribed by the original incorporators, who are W. E. and D. M. Watkins, Mark P. Olney, J. M. Mershon, W. E. Mershon, H. J. Grann and H. W. Finger. The principal office of the company is at Hatfield, Polk county, Ark. A general lumber business, together with a commissary and mercantile business, will be done by this company.

Hardwood News Notes

CHICAGO

The twelfth annual national automobile show will be held at the Coliseum and First Regiment Armory, Chicago, Jan. 27-Feb. 10. At the show there will be a large exhibit of automobile trucks in addition to the general pleasure wagon display. Lumbermen are now taking a good deal of interest in the possibility of making lumber delivery by the use of trucks and at this exhibition will have an opportunity of seeing more than one hundred varieties of power trucks.

The secretary of the National Hardwood Lumber Association has issued a supplement to the 1911 handbook, listing forty-two new members, giving also a list of changes and removals of other members, and a list of the names and addresses of the association's inspectors.

Receipt is acknowledged of an announcement from W. H. Boland, Grand Rapids, Mich., that

he has withdrawn from the Valley City Lumber Company, Ltd. as secretary and manager, and is now associated with the Boland Lumber Company, manufacturer and wholesaler in northern and southern hardwoods, etc., with offices in the Murray building.

The Leavitt Lumber Company, with office and yard at Twenty-second and Laflin streets, Chicago, announces its retirement from the retail hardwood business in Chicago.

The Kimball-Sullivan Lumber Company, one of the newest of Chicago's wholesale houses, has just added two salesmen to its force. R. A. Darling recently in charge of the hardwood department of the CarDal Lumber Company will take charge of the country trade and maple flooring business and W. A. Danley will sell to the yellow pine and hardwood trade of Chicago.

The Quixley & Bulgrin Lumber Company of the Fisher building, Chicago, has gotten out a neat little souvenir for distribution among its trade in the form of an aluminum combination rule, paper cutter and lumber gauge.

Lawrence Ford, secretary of the Goodlander-Robertson Lumber Company of Memphis, Tenn., said during a recent visit to Chicago that dry stocks in the South are becoming scarce, and that he anticipates a good business for 1912.

W. E. Johns, president of the newly organized Johns-Mowbray-Nelson Lumber Company of Cincinnati, was in Chicago a few days last week lining up some orders for the company. Mr. Johns reports that the company has already on its books a considerable amount of business, and that his prediction for the coming year is that the hardwood trade will be very good.

J. W. Wells, sales manager of the Lucas Land & Lumber Company of Paducah, Ky., spent most of last week in Chicago.

G. F. Kerns of the Kerns-Utley Lumber Company, Chicago, has been in Detroit and Toledo for the past week and has sent in very satisfactory reports. Business with his concern is reported as all that could be expected. The company's yard at Mounds, Ill., now contains a full line of southern hardwood from which practically any demand can be taken care of.

J. F. Mingea, Chicago manager for the Faust Brothers Lumber Company, Paducah, Ky., spent last week at the company's yard at Cairo, Ill. Mr. Mingea has cleaned up a remarkably nice line of orders the last six months, among which have been some unusually large ones. The company has just taken over a big lot of the finest kind of plain red oak and poplar which will be stored at the Cairo yard.

J. F. McSweyn of the Memphis Saw Mill Company, Memphis, Tenn., was in the city a few days last week.

J. M. Schultz of Schultz, Holloway & Co., hardwood and pine people in the Fisher building, has been out of the city all week on an Indiana selling trip.

C. E. Gill and Irwin Dawley, the principals of the Gill-Dawley Lumber Company of Wausau, Wis., were in the city a few days during the past week. This concern recently started in Wausau and is now going along in excellent shape.

F. B. Pryor, Chicago representative of the W. M. Ritter Lumber Company, Columbus, O., was at the main office of that concern the latter part of last week. He reports that stocks in the South as a rule are low.

NEW YORK

Samuel H. Roebuck, head of the Roebuck Weather Strip Company, 180 Fulton street, New York, died at his residence 89 Seventy-first street, Brooklyn, on Dec. 8 of heart disease. He was in his fifty-ninth year. A widow, seven sons and one daughter survive him.

The Windsor Lumber Company, wholesale lumber dealer at 1 Madison avenue, called a meeting of creditors on Dec. 12, at which time there was a full attendance. The condition of the company was gone over and a settlement of twenty-five cents on the dollar was offered, and indications point to the same being accepted by the creditors.

The firm of Price & Coster has been organized at 52 Broadway, New York City, by Frederick C. Price and N. B. Coster, to import and wholesale all kinds of tropical hardwoods. The firm has arranged for sources of supply in Cuba, Mexico and other South American countries, and will also import some Philippine hardwoods. Both gentlemen are well known in the local foreign hardwood trade.

Fires during the fortnight on the local lumber trade entail the following losses: National Casket Company, 439 Broadway, Brooklyn, $12,000; Fowler & Silberhorn and John W. McDonald, retailers at Erie Basin, $5,000; lumber yard of R. Reeber & Sons at One Hundred and Fortieth street and Morris avenue, Bronx, $10,000; lumber yard of J. F. Stewart Company, Jersey City, $10,000. All of the losses were fully insured.

The Tidewater Lumber Company has just been organized in this city to conduct a wholesale business, with a capital of $25,000, by F. W. Crane of the F. W. Crane Lumber Company, Pittsburgh, and F. E. Vossnack, formerly manager of the New York office of the Crane Lumber Company.

R. S. Coryell of the P. O. Coryell Lumber Company, Fifth avenue building, Manhattan, left this week for a lengthy business trip to Seattle, Vancouver and other Pacific coast points in the interest of the business of the company.

The Astoria Veneer Mills & Dock Company of Astoria, Long Island City, large manufacturer of mahogany and foreign hardwood lumber and veneers, has just added to its dock premises at Astoria a tract of ninety acres, which will be utilized for manufacturing purposes. The land is located on the south side of the Ireland Mill road, west of Jamaica road. This purchase is in line with a previously arranged plan of the company not only to develop its large custom sawing business, but to serve the great commercial development of Astoria through large dock and terminal facilities.

Keith Price of Price and Pierce, Ltd., London England, large hardwood brokers, arrived here recently for a tour of the American manufacturing centers in the interest of business.

S. Wood McClave has opened an office in the Metropolitan building, 1 Madison avenue, to conduct a wholesale and retail business.

BUFFALO

The properties of Mahar Brothers at Medina, one of the largest furniture factories in the state, and also the Medina Furniture Company's plant have been transferred to Charles Brennan and LeGrand S. Whedon, of Medina, and O. W. Keil of Grand Rapids, Mich. The new concern will be known as the Mahar Brothers Company, and will continue the manufacture of parlor furniture. The upholstery plant will not be started until after Jan. 1.

Blakeslee, Perrin & Darling state that their trade for November exceeded that for the same month last year about twenty-five per cent. The present month has also been a favorable one thus far.

Anthony Miller was away from the office for about a week early this month, having been threatened with an attack of pneumonia, but is now able to be around again as usual.

R. D. McLean sailed for home on the Lusitania on Dec. 16, after an interesting trip through England and Scotland, and a short tour of the Continent. He was away for several months.

F. W. Vetter, who is looking closely after the hardwood business this month, states that while trade might be better, sales at his yard have been well distributed.

J. B. Wall of the Buffalo Hardwood Lumber Company, has lately been making an eastern business trip. J. W. Welsh has been looking after the business of the company in Ohio.

F. M. Sullivan has returned from a trip East on business. He states that there has been a very good demand for maple at the yard recently, with ash and elm also moving in fair quantity.

I. N. Stewart retires next month as a director of the Chamber of Commerce, having held the office for five years, during which time he has given it a great deal of time.

The National Hardwood Company notes an improvement in the lumber trade within the past two weeks. Maple and birch have been in good sale, with a fair demand for oak.

PHILADELPHIA

H. R. Humphreys of the Hadentine Lumber Company, Camden, N. J., has just returned from Norfolk, Va., where he attended the annual meeting of the Norva Land & Lumber Company, manufacturer of poplar, gum, etc.

Owen M. Bruner of the Owen M. Bruner Company reports a substantial improvement in trading, and anticipates a general advance after the first of the year. H. A. Prock of this house is in the South buying desirable stock.

Charles G. Blake, manager E. V. Babcock & Co., reports business in fairly good shape, and the outlook promising. Although trading has been spasmodic, he says a glance over the books shows the total sales of 1911 in excess of 1910.

George G. Barr of Beecher & Barr reports steady trading right along, but the character of orders render them at times somewhat difficult to handle. Taking things as a whole, he is not inclined to complain over the year's business.

Thomas E. Coale of the Thomas E. Coale Lumber Company, reports satisfactory business, and his pronouncement is that 1912 will prove a prolific year for trading. Mr. Coale announces the opening of a branch office in Pittsburgh.

The Pearson & Ludascher Lumber Company, wholesaler and retailer of lumber, has just finished two concrete wharves, 641x110 feet and 641x83 feet, respectively, the largest in Philadelphia.

The Siegfried Motor Car Company, Northampton, Pa., was incorporated Dec. 9 with a capital stock of $10,000.

The Virginia Lumber & Extract Company, Wilkesbarre, Pa., was incorporated Dec. 9 with a capital stock of $450,000.

The Jersey Shore Lumber Company, Jersey Shore, Pa., was incorporated Dec. 13 with a capital stock of $25,000.

J. Henry Cochran, a prominent and wealthy Williamsport lumberman, died at his winter home in Rosegill, Florida, on Dec. 5, at the age of sixty-six.

Peter Boyd of the Tradesmen's Trust Company and of the Caldwell Lumber Company of this city, committed suicide on Dec. 10, owing to a nervous strain induced by business entanglements.

PITTSBURGH

The general sales offices of the Palmer & Semans Lumber Company, now located in Pittsburgh, will be moved to Uniontown, Pa., about the first of the new year. The greater part of the lumber handled by this firm is manufactured by the United Lumber Company, of which T. B. Palmer is president and I. W. Semans, treasurer. The home offices of both companies are located at Uniontown.

The Morland-Ricks-Hughes Company has finished its operation at Morlan, W. Va., on the M. & K. railroad. It has about 1,000,000 feet of fine hardwood and hemlock still on sticks there.

The new offices of the Thomas E. Coale Lumber Company in the Oliver building are very handsome and inviting. Sales Manager B. W. Cross has two experienced salesmen to aid him and

expects to give the Pittsburgh district such a work over for lumber stocks as it seldom gets.

P. H. Johnston of the Johnston-Davies Lumber Company which makes a specialty of Washington county oak mine timber, spent a few days last week in the eastern market.

The Freehold Lumber Company has been formed here by Robert E. Gannon and Chester A. and Clifford S. McCleary to do a general lumber business. Mr. Gannon is a well-known pine and hardwood man who for years has had offices in the Ferguson building.

The Satler-Aldrich Lumber Company will undergo some changes Jan. 1, as F. N. Aldrich has withdrawn from the company. Mr. Satler will continue his office in the Oliver building and will have the exclusive agency for the Stack-Gibbs Lumber Company stock.

The J. M. Hastings Lumber Company has about completed its contract for furnishing all the lumber for the Western Maryland line which was built this year. Mr. Hastings believes that the total of lumber sold in Pittsburgh this year will be considerably below that of 1910, but that the prospects for next year are improving steadily, although no boom is in sight.

The Aberdeen Lumber Company, during the past twelve weeks has booked enough orders for gum and cottonwood to keep it busy for several months. President J. N. Woollett believes that conditions and prospects are more favorable now than they have been for a long time.

BOSTON

George Henry Leatherbee, treasurer of the Trimount Lumber Company, Boston, died at his home in Brookline, Mass., Dec. 14. For the past ten years Mr. Leatherbee has made his home in Boston. He was a brother of C. W. Leatherbee, a well-known Boston lumber dealer. He was born in Boston in 1859 and upon leaving school went to work in his father's lumber business. A few years later he became manager of the Little Kanawha Lumber Company's business at Charleston, W. Va. Later he went to Chicago, where he was engaged in the lumber business. He returned to this city about ten years ago.

The Brett Lumber Company, Lynn, Mass., is building a large wharf on the Saugus River in that city. When completed the company will be able to unload schooners at its own yard, thus saving hauling charges and handling.

Henry E. Dimock, who for nearly thirty years has conducted a wood-working business in New Britain, Conn., has sold out to Leavitt & Rush, a new concern comprised of A. P. Leavitt and Clarence Rush.

Louis P. Parker, receiver of the Essex Wood Turning Company, Essex, Conn., has been granted an order by the court to continue the business.

Clifford Leatherbee of the Painting Machine Company, Chicago, was a recent visitor in Boston.

William E. Litchfield spoke before the students of the High School of Commerce, Boston, last week, his subject being the "Relation of the Lumber Business to the Student."

The Johnson-Jordan Lumber Company, Malden, Mass., has been incorporated with a capital stock of $25,000. The incorporators are Charles H. Johnson, George E. Jordan and George E. Jordan, Jr. The new company has taken over the lumber business of C. H. Johnson.

The Allston Builders' Finish Company, Boston, has been incorporated with a capital stock of $10,000. The organizers are George E. Feast, Alfred J. Feast and Thomas Shreeman.

BALTIMORE

R. K. Hartwell of R. K. Hartwell & Co. returned last week from a trip to Chicago, where he spent Thanksgiving with members of his family. He did not give much attention to business, being bent in the main on recreation, but he talked with a number of lumbermen of the Middle West and brought back the information that this section had been less affected by the improved feeling than the East.

Richard W. Price of Price & Heald, who went to Atlantic City for Thanksgiving week, intending to stay only about seven or eight days, found it advisable to remain longer and has just returned. He had been considerably run down, and derived much benefit from the bracing air of the seaside.

The Baltimore & Ohio railroad has recently placed orders for rolling stock to cost $7,200,000. Of the 8,000 cars not less than $252,500 are to be spent on box cars. Most of them are being built by the South Baltimore Car Works at Curtis Bay.

According to the latest information in regard to the overtures made by the special committee of the National Lumber Exporters' Association relative to the matter of measurement, over which frequent disagreement has arisen, the foreign buyers will not take up the representations of the special committee until after the return of Colonel Cobbett, chairman of the hardwood section of the London Timber Trades Federation, who is now on a trip to the lumber sections of the United States. It will not be necessary, however, for the special committee to make another journey to London, for the reason that the foreign brokers are fully informed on the subject, and Gustave A. Farber, chairman of the special committee, and London representative of Russe & Burgess, Inc., of Memphis, is on hand to give any information on disputed points that may be desired.

At a special meeting of the managing committee of the Baltimore Lumber Exchange, called last week by Theodore Mottu, the new president, the standing committees for the ensuing year were announced. President Mottu desired to have the personnel of the committees settled with the least possible delay in order that the work of the exchange might go forward without unnecessary delay.

COLUMBUS

The Constance Lumber Company of Mansfield, O., has been incorporated with a capital stock of $100,000 to manufacture and deal in lumber and handle all kinds of building materials. The incorporators are John D. Constance, Sr., John D. Constance, Jr., Clyde C. Constance, William A. Constance and I. E. Constance.

C. G. McLaughlin, formerly connected with the McLaughlin-Huffman Lumber Company, has accepted a position with the Imperial Lumber Company and will travel in western Ohio and a portion of Indiana.

The secretary of state has given authorization to the Theodore Franke Heirs Company, a German lumber importing corporation with a capital of $375,000, to do business in the state of Ohio.

The C. T. Nelson Company, column manufacturer, is preparing to shut down its mills on West Dublin avenue for the usual lay-off when the machinery will be overhauled. Mr. Nelson reports a rather quiet trade at this time owing to the excessive rains which have been falling in all parts of central Ohio, and the approach of the holiday season.

John R. Gobey of the concern bearing his name says trade shows signs of improvement. He looks for a good demand both from yards and factories early in January.

B. A. Leach of the Sowers-Leach Lumber Company is on a business trip to Charleston and other points in West Virginia.

Charles C. Lincoln of the jobbing firm of Luke & Lincoln of Marion, Va., was a recent caller upon Columbus wholesalers.

The offices of the General Lumber Company have been removed from the eleventh floor of the Columbus Savings & Trust building to the fifth floor of the Hartman building. H. W. Putnam, president of the company, says trade is quiet at this time, and dealers are waiting for their annual inventories before placing orders. Prices are holding up well.

H. M. Hayward of the firm of M. A. Hayward & Son left for the mountains of Kentucky to look over a coal property in that state.

W. Granville Taylor of the W. M. Ritter Lumber Company declared that trade was good for the season of the year, and that the company was getting all of the business that was expected. He says there is a fair demand for quartered oak, especially No. 1 common. Chestnut is a little quiet at this time. Bill oak is in good demand.

R. W. Horton of the W. M. Ritter Lumber Company was called to New York state on business about the middle of the month.

CINCINNATI

Captain J. F. Ellison, ex-secretary of the Ohio Valley Improvement Association and the Rivers & Harbors Congress, and known to all lumbermen of the Ohio Valley as a river captain, has been selected to have charge of all the boats of the Port of Para Navigation Company, capitalized at $25,000,000. Boats to the number of thirty are being built at Pittsburgh, Pa., and in Holland. Captain Ellison was suddenly stricken down with pneumonia on Dec. 5, while in attendance at the Rivers & Harbors Congress. On Dec. 16, it was stated that the captain had passed the crisis and would recover. He was to have sailed to Para on Dec. 12.

At the December meeting of the Lumbermen's Club of Cincinnati, the river and rail committee was instructed to formulate a protest to the trustees of the Southern railroad against the rate discrimination practiced against Cincinnati. Chairman B. F. Dulweber has drafted and forwarded to the trustees and lessees a very strong protest in the form of resolutions. The committee was also instructed to draft resolutions and forward the same to Commissioner E. E. Williamson of the Receivers' & Shippers' Association, who has withdrawn to enter other business in Washington, D. C. The resolutions adopted eulogized the work of Mr. Williamson in behalf of the lumber trade, and wished him every success in his new field of endeavor.

S. A. Conn, manager of the mill plant of The Tensas River Lumber Company of Louisiana, has been ill for several weeks with malarial trouble, and Vice-President C. S. Walker says that it is not at all probable that Mr. Conn will be able to again take charge of the plant.

Cincinnati capital will be interested in a mill plant to be located on the Kentucky river, in the oak regions of the mountains of Kentucky. Timbermen familiar with that section report that there is plenty of good oak standing, and that a mill plant in that section will be a paying proposition.

All efforts are now being bent to bring about the construction of Dam No. 40 on the Ohio river. This dam is located two miles below the mouth of the Kentucky river, and will, when completed, in conjunction with the series of dams just completed in the Kentucky river, give navigable water the year round between Kentucky river points and Louisville and Cincinnati on the Ohio river.

A letter received here says that Robert F. Whitmer, a Philadelphia lumber operator, who owns mills in West Virginia, last week purchased from the Davis & Elkins interests the timber rights of a 10,000-acre tract in Randolph, Webster and Pocahontas counties, West Virginia, for $600,000. This is said to be the best tract of spruce in the state. The surface and mineral rights are reserved. The holdings were sold under the corporate title of the Upper Elk Coal Company. Railroads will be run into the tract and work commenced at once.

T. J. Moffett, president of the Maley, Thompson & Moffett Company, is enthusiastic over the

improvement in the mahogany lumber trade. The company owns and operates a mahogany mill near Havana, Cuba, besides the mill plant in this city.

The Cincinnati Veneer Company will erect a new and improved plant of modern construction to replace the old plant destroyed by fire. Work has already been begun.

Ferd Bosken of the Ohio Veneer Company and the Cincinnati Hardwood Lumber Company, says that business at the veneer plant is good, with an active demand for mahogany and Circassian walnut veneers and lumber.

The M. B. Farrin Lumber Company is erecting a large fireproof warehouse to replace the one destroyed by fire, with several million feet of century oak flooring.

The Freiberg Lumber Company has received another cargo of Mexican mahogany logs at its mill on McLean avenue, and the mill is now busy converting the logs into lumber and veneer flitches.

The Queen City Furniture Club held its annual election and banquet last week at the Business Men's Club. The following were elected: President, Albert Ficks; vice-president, John A. Herbert; treasurer, Fred Busse; secretary, M. Schwein; directors: John Dornette, Jr., L. Schneider, John Wolf, Chas. Feuss, Jos. H. Sprengard.

INDIANAPOLIS

T. H. Parry, superintendent of the Parry Manufacturing Company has gone to Florida for the winter.

D. M. Isgrigg of the Isgrigg Lumber Company is home from a hunting trip in southern Indiana.

H. C. Atkins of E. C. Atkins & Co. recently appeared before the city council in the interest of an ordinance re-organizing the city smoke inspection department.

R. H. Pauley, a dealer of Dana, was in the city visiting the trade recently.

A new process for fuming oak lumber has been invented by Harry W. De Prez of the Shelbyville Filler & Color Company, Shelbyville. The lumber is placed in an air-tight kiln and is treated with ammonia gas.

E. H. Greer, president of the Greer-Houghton Lumber Company has returned from an extensive trip through the South where he visited lumber mills.

O. D. Haskett of the Burnet-Lewis Lumber Company, and M. S. Huey and O. L. Huey of the Capitol Lumber Company are members of teams that are seeking to increase the membership of the Commercial Club to 2,500 by Jan. 1.

The Indiana Manufacturers' and Shippers' Association, with which are identified a number of hardwood manufacturers, will hold a meeting at the Claypool hotel in this city on Dec. 28. Addison C. Harris will speak on "Workmen's Compensation and Employers' Liability."

TOLEDO

A case which has been watched with intense interest by lumber dealers and railroad men all over the state ended at Van Wert, O., Dec. 14, when the biggest verdict in a damage suit ever returned against the Cincinnati Northern Railroad Company, a branch of the Big Four System, was awarded the Van Wert Lumber Company. Last March the plant of the Van Wert Lumber Company was destroyed by fire, alleged to have been caused by sparks from a passing freight locomotive on the defendant's railroad. The lumber company sued for $20,000 damages, and after a three days' trial the jury returned a verdict for $3,175. On motion of the plaintiff, alleging the verdict was inadequate, it was set aside by Judge Mathias and a new trial granted. The second trial resulted in a disagreement. The third trial just closed gave a verdict which with interest amounts to $18,619.99.

W. S. Booth of the Booth Column Company, has just returned from a trip about the state. Although he secured a number of nice orders, he reports business generally as dull, although judging from reports in the various sections, prospects are splendid for a good spring business. The factory of this company is still running at full time and full capacity but it is expected to close for a couple of weeks after the first of the year for inventory purposes and also to make improvements and repairs.

The Gotshall Manufacturing Company reports an improved condition in the hardwood market. This concern is cutting considerable quartered oak in its Ohio and Michigan mills, but is finding great difficulty in moving stock owing to the open weather which has made bad roads. The portion of the plant of this company recently destroyed by fire has been rebuilt and is now in use. It is expected to further improve the plant later in the spring, and plans are now under way looking towards this move.

Manager Roberts of the Big Four Hardwood Company reports a better business with hardwoods looking up. Oak and poplar have been in good demand and prices are strong. There are little dry stocks at the mills and these are hard to get, although enough is moved to keep up with requirements. Prospects for spring business are good.

MEMPHIS

The Hugh McLean Hardwood Lumber Company in New South Memphis finds that it will be necessary to build a standard gauge railroad several miles in length to facilitate getting out the timber on its tract of land near Cotton Plant, Ark. The road will be built during the early part of the coming year and will connect with the Missouri & North Arkansas. The logs will be carried over the latter to Helena and brought thence to Memphis.

E. M. Schulte, general manager of the plant of the Penrod & Abbott Lumber Company, Biscoe, Ark., states that the new band mill being installed at that point will be in readiness for operation about the middle of January. The Penrod & Abbott company took over the mill of the J. W. Thompson Lumber Company at Biscoe last spring, and early in October began the installation of a new mill to take the place of the old one. The new mill will have an eight-foot band saw and will have a capacity of about 40,000 feet per day.

A meeting of the representatives of the various manufacturing firms in this city was held at the Business Men's Club the past week and a committee of three was apopinted to draw up a constitution and by-laws. As soon as this committee reports to a general meeting to be called for that purpose, the Memphis Manufacturers' Association, modeled after that at Chattanooga, will be formally launched.

F. E. Stonebraker, representative of Amedee C. Franck & Co., Antwerp, Belgium, has recently returned from an extended business trip covering the eastern portion of the United States. Mr. Stonebraker is not very enthusiastic over the volume of business offering at the moment. He was accompanied on practically all of his trip by Amedee C. Franck, who has spent considerable time recently in this country.

Announcement is made that the Paepcke-Leicht Lumber Company has purchased the sawmill, box factory, logging equipment and stock of lumber and timber on hand, of the Holley-Matthews Manufacturing Company of Greeneville, Miss., and has also secured the output of the Kimball-Lacey Lumber Company at Arkansas City, amounting to approximately 1,000,000 feet of cottonwood per month. The Paepcke-Leicht Lumber Company, which has offices in Memphis and Chicago, has operated a sawmill and box factory at Greeneville for some time, and the increased facilities, resulting from the purchase of the holdings of the Holley-Matthews Manufacturing Company, will greatly increase its capacity at that point.

James S. Warren, one of the vice-presidents for Tennessee of the Lakes-to-the-Gulf Deep Waterways Association, has recently returned from the annual meeting of the National Rivers & Harbors Congress at Washington, as has also W. H. Russe of Russe & Burgess, Inc. Both of these gentlemen are very enthusiastic over the work done by the Congress and particularly over the favorable reception of the resolutions in favor of the deepening of the channel of the Mississippi presented to the heads of the departments of the United States government by a committee of which these gentlemen were members.

The band mill of May Brothers in New South Memphis, which has been in process of construction for some time, will be ready for operation about January 1. It will be equipped with an eight-foot band saw and will have a capacity of approximately 30,000 feet per day. This mill is built on the site of the plant of J. E. Munal & Son, which was burned earlier in the year.

James R. Blair, manager of the Crittenden Lumber Company of Crittenden, Ark., who recently removed his headquarters from Memphis to that point, is authority for the statement that there has been considerable difficulty experienced with shortage of labor at the mill of that firm. He also says that other lumber firms operating in that territory have experienced a similar difficulty. Reports to the same effect are heard from the Three States Lumber Company at Burdette, and other prominent manufacturers of lumber in Arkansas. This trouble is believed to be a direct result of the largeness of the cotton crop and the profitable occupation which the gathering of the latter has afforded labor.

William Wright of the Wright-Bachman Lumber Company, Fulton, Ark., has been a recent visitor to Memphis. He was here Dec. 16 to attend the election of the Lumbermen's Club of Memphis.

NASHVILLE

The Southern Lumber & Manufacturing Company is completing its new plant in East Nashville and expects to be ready for work soon after the first of the new year. Several months ago this company suffered heavy losses by fire, and during the past few months has been working on its new planing mill, box factory, carpenter shop and other departments of its plant.

John Febus died at Dickson following an attack of typhoid fever which resulted in complications. He was connected with the W. P. Brown & Sons Lumber Company. Mr. Febus was fifty-two years old and left a wife and several children.

Special Examiners Henry Thurtell and E. L. Gaddens were here recently representing the Interstate Commerce Commission and heard evidence in what is known as the Tennessee Central and Illinois Central crosstie case. This suit involves the rate on crossties from points on the Tennessee Central railroad between Nashville and Clarksville, Tenn., to points on the Ohio river, and from points between Nashville and Carthage, Tenn., to Ohio river points. In 1910 the two defendant railroads filed with the Interstate Commerce Commission a joint tariff on railroad crossties between the points indicated, as a result of which shippers are said to have abandoned the barging practice, shipping their ties instead by rail. Last May the railroads asked of the commission permission to withdraw these rates and charge the same rates on ties as on lumber. The claim is being made that were this permitted it would mean about a seventy-five per cent increase and would make the shipment of ties practically prohibitive. It is also claimed the effort to withdraw this tariff was not made until after shippers had with-

drawn their barges on the river. A decision is not expected until February.

Work has been commenced on a new $12,000 planing mill and finishing plant for F. C. McGee at West Point.

The biggest event of the kind held in the history of Nashville as a lumber market will be the annual banquet by the Lumbermen's Club at the Commercial Club rooms on the night of Jan. 2. Charles Morford of the lumber company bearing his name and vice-president of the club, will address the club, his subject being "The Cost of Doing Business." Other addresses will be made by local men and invited guests from other cities. There will also be music and vaudeville features.

KNOXVILLE

C. G. McLaughlin of the Imperial Lumber Company, Columbus, O., was a Knoxville visitor last week. Mr. McLaughlin reports trade good with his concern and anticipates good business for 1912. He is making contracts in this vicinity to apply on his company's contracts for 1912.

E. S. Stevens, local representative of Wm. F. Galle & Co., Cincinnati, has been absent from the city for some time looking up stock for 1912 requirements. He reports that his concern anticipates a good business in 1912.

W. A. Bennett of Bennett & Witte, Cincinnati, O., was a visitor in the city last week.

Walter McCabe has just returned from Wainsville, N. C., where he has shipped out a mill block of oak.

H. G. Tarvin, manager of the Maryville Lumber Company, is making a trip through Ohio in the interests of his concern. Mr. Tarvin expects to be gone a week or ten days.

J. P. Murphy, superintendent of the Little River Lumber Company, has returned from a trip through Ohio, Pennsylvania and New York in the interests of his concern.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, has just returned from a trip to North Carolina. He reports business good.

Ed Maphet of the Logan-Maphet Lumber Company, has just returned from a business trip to Cincinnati.

Mr. Jackson of Ault & Jackson, Cincinnati, O., was a visitor in Knoxville last week.

P. B. Raymond of the Knoxville Veneer Company, reports business good with his concern and expects to take a trip North to spend the holidays in Indiana.

L. D. Goddard of the Logan-Maphet Lumber Company, has just returned from his bridal tour and is receiving the congratulations of his many friends.

BRISTOL

The Black Mountain Lumber Company, which owns a tract of about 6,500 acres of hardwood timber in the Holston mountains, is preparing to establish a band mill at Bluff City. The company is owned by Philadelphia lumbermen and the installation of the mill, and the construction of a logging railroad will be begun immediately after the first of the year.

The Whiting Manufacturing Company will extend its operations in western North Carolina immediately after the first of the year. General Superintendent J. M. Lacy was here last week and reports that the company is doing a very large and satisfactory volume of business.

The Paxton Lumber Company reports a good volume of business. The company is closing a splendid year's business and expects to install new mills and extend the scope of its operations early in the spring.

J. W. Beecher of Pottsville, Pa., head of the Tennessee Lumber Manufacturing Company of Sutherland, Tenn., is at the company's offices [illegible]. The company's log band mill will close down in the spring, having finished cutting its timber in Johnson county, Tennessee, unless new timber is secured before that time. It has a large amount of lumber on its yards at Sutherland.

The new band mill of the Pittsburg Lumber Company at Hampton, Tenn., which has been in course of construction for some months, will be started shortly after the first of the year. The company has its own logging road and a fifteen years' cut of timber.

Among the lumber buyers on the local market recently were: E. L. Edwards of Dayton, O., Mr. McIlvain of J. Gibson McIlvain & Co. of Philadelphia; C. H. Hartlove of Price & Heald, Baltimore.

W. D. Hoover, manager of the Bristol office of James Kennedy & Co., Ltd., of Cincinnati, has had a fine year's business in this section. The company has shipped out a large amount of hardwood lumber from the Bristol district and has many important trade relations hereabouts.

The Bristol Hardwood Company is now operating several mills in Virginia, and reports a splendid outlook for trade.

C. E. LeCrone, sales manager for the J. A. Wilkinson Lumber Company, has gone to Pittsburgh to spend the holidays with home folks.

The J. A. Wilkinson Lumber Company will put several new mills in operation in the spring. The company has had a big year's business and its mills, including the mill in Bristol, have run full time.

C. H. Smith, Jr., manager of the Bristol office of R. A. & J. J. Williams Company of Philadelphia, has returned from a trip in the interest of his company.

ST. LOUIS

The Lumbermen's Exchange recently received a letter from the National Classification Committee of Memphis, asking a contribution to the fund, and a higher classification on fibre boxes, which compete with wooden articles. The secretary of the exchange, Mr. McBlair, was instructed to answer the letter and state that as individual contributions have been made by members who are interested, the exchange did not think it feasible to contribute as a body.

Word has been received by Thomas E. Powe, chairman of the tariff committee of the Lumbermen's Exchange and the Lumbermen's Club, from the Lumbermen's Bureau at Washington, that the St. Louis rate case would be resumed before Examiner Prouty in this city on Jan. 8. The lumbermen's witnesses will be heard as the railroads have submitted their case. A letter has been sent to the trade by Secretary McBlair of the Lumbermen's Exchange, asking members who have industrial tracks, to send to him in writing their experience on switching charges. Mr. McBlair says that he expects to make a strong point on this, that the one-cent advance constitutes much more than the absorption of the switching charge.

The following nominations were made by the two committees appointed by the Lumbermen's Club to make nominations for the officers for the year 1912: President, Henry G. Rolfes and Henry Boeckeler; first vice-president, Roland F. Krebs and Charles E. Thomas; second vice-president, Charles A. Antrim and Thomas C. Whitmarsh; treasurer, E. C. Robinson and secretary J. B. Kessler. The last two have been holding their respective offices since the organization of the club.

Herbert Ehlhorn and George Cockwell, contractors, have purchased a site, 50x163 feet, on which to erect a stair plant which will cover the entire lot. It is expected that the building will be ready to begin business by Mar. 1. Machinery will be put in to manufacture stairs, stair cases and window sashes on a large scale.

The St. Louis Lumber Representatives' Association, composed of local lumber companies' salesmen, held its first annual banquet last week. John B. Kessler, secretary of the Lumbermen's Club and also secretary of the Retail Lumber Dealers' Association, was the honored guest. He gave a heart-to-heart talk. Several impromptu speeches were made and a number of songs sung.

The Waldstein Lumber Company, a local concern, is installing a new 30,000 feet capacity band mill at Waldstein, Jefferson county, Arkansas. The mill is located two miles from Reydel, where a 4,000 acre tract of land covered with oak, ash, hickory, gum, cypress, cottonwood and elm is located.

LOUISVILLE

The Louisville Point Lumber Company has rounded out a big fall business for 1911. For some time past the company has experienced an unusually fine demand for poplar, and has been operating steadily throughout the fall and early winter, succeeding in cleaning up practically every log consigned to it from the Big Sandy district of eastern Kentucky. The Louisville Point sawmill will now be closed down for the winter and there is every indication of a prosperous spring season to signalize 1912 as a big lumber year.

E. B. Norman & Co., the well-known Louisville lumber firm, has announced that it will discontinue operations at its Louisville sawmill. The local plant is now being dismantled and henceforward the manufacturing end of the business will be handled exclusively from the big double band plant which the company is now erecting at Holly Ridge, La., and which will be ready for operation by Mar. 1. The Holly Ridge mill will cost $50,000 and when completed is expected to be one of the model plants of the South. However, the firm will continue to maintain lumber yards in Louisville, as well as continuing the operation of its box factory in this city. The box factory is making full time without interruption at present, being under the management of S. E. Booker.

T. M. Brown of the W. P. Brown & Sons Lumber Company of Louisville, went to Memphis, Tenn., last week for a short visit. Besides investigating general trade conditions, Mr. Brown conferred with Memphis members of the Robe Lake Lumber Company, in which he is interested.

The new plant of the Norman Wood-Working Company, located at Ninth street and Magnolia avenue, Louisville, has commenced operations and is fulfilling every expectation of its owners. The mill is excellently equipped with electric motors and is being employed chiefly in resaw work and the manufacture of weather-boarding.

The Jefferson Wood-Working Company, at Thirtieth street and Grand avenue, Louisville, is planning extensive improvements and enlargements in its plant. It is proposed to construct a large frame addition to the present plant, and equip it with necessary machinery and power equipment to considerably enlarge the capacity of the establishment. The company now manufactures table slides as a specialty and will probably extend its field with the completion of improvements.

E. C. Allen, manager of the interests of the Richland Parish Lumber Company in Rayville, La., paid a visit to Louisville a short time ago. Mr. Allen's call was for the purpose of conferring upon business matters with the members of C. C. Mengel & Bro. Company of this city, who control the Richland Parish concern. The Louisiana lumberman reported trade conditions to be equitable in his section, with uniform cause for optimism in considering the outlook for next year.

A bill of legislation of importance to the lumber trade of Kentucky and the South is now in the hands of a committee of the Women's Club of Louisville. The committee will forward it to Frankfort as soon as the state legislature con-

venes in January, and it is believed that its passage may readily be effected. The bill provides for the application of conservation methods to the vast timber resources of Kentucky. If made a law it will establish a State Board of Forestry, which will prescribe the age and condition of trees that may be felled by lumbermen, and which will otherwise deal with the problem of operating timber lands of Kentucky. The bill also provides for the institution of a course in forestry in the public schools of the state.

Joseph Bowling is reported to have established a well equipped sawmill of considerable capacity near Howardston, Ky.

MILWAUKEE

Lumber camps all over northern Wisconsin are breaking up because of the mild weather. The deep snowfall early in November covered the swamps and roads and prevented freezing, so that logging operations have been carried on with difficulty. Fairly good roads were made on the higher grounds, but the warm weather of late has broken these up and made hauling and skidding almost impossible.

United States Senator Isaac Stephenson, well-known lumberman of Wisconsin, stopped off in Milwaukee recently on his way from Washington to Marinette to spend the holiday recess of Congress.

A petition in bankruptcy has been filed in the federal court in Milwaukee against the Antigo Lumber Company of Antigo by C. Malug, Marion, Wis.; Richard Healy, Jr., and R. M. Briggs, Antigo, who allege that the company has debts aggregating more than $10,000. The Milwaukee Trust Company has been named trustee.

The Elmwood Lumber & Grain Company of Elmwood, Wis., has been incorporated with a capital stock of $50,000 by C. K. Averill, F. A. Springer, A. E. Way and William Herpost.

C. H. Christianson is erecting a new sawmill at Chippewa Falls. Besides sawing the logs from 160 acres of timber land, which he recently purchased, he will do custom sawing.

The sawmill department of the new hub mill which is being erected in Merrill by Andrew Kaul, Jr., formerly of Maine, has been placed in operation. The entire plant will not be completed for some weeks yet. Veneer, speed bobbins and spools will be turned out as a side line. Hubs will be furnished to the Studebaker Corporation of South Bend, Ind.

The Graef Manufacturing Company of Appleton has installed much new equipment in its sash and door and interior wood-working plant. The entire plant is now electrically operated, each machine being driven by a separate motor. New dust and waste removing appliances have been installed. The company's new dry-kiln, five times as large as the old one, is now being used.

W. E. Daggett, a wealthy lumberman, farmer and dairyman of Marinette, died suddenly on Dec. 17 at his logging camp near Bundy. He was sixty-one years old and is survived by a widow and one son. His fortune was estimated at $400,000.

WAUSAU

The Northern Wisconsin Manufacturing Company of Chippewa Falls, has transformed a part of its plant into a furniture factory and will make a specialty of tables and chairs.

The T. D. Kellogg Lumber & Manufacturing Company of Antigo, will log extensively in the vicinity of Polar and clean up its holdings.

Geo. W. Langley of Merrill, has been given a contract to cut 5,000,000 feet of timber for the Bradley Company of Tomahawk.

McGeorge Bundy, president of the Bundy Lumber Company, operating at Bundy, died recently at Antwerp, Belgium, where he had been receiving medical treatment. He was fifty-six years of age, and is survived by his wife and three sons.

Marshfield lumbermen report they will cut only about two-thirds as much timber this winter as they did last year. The Upham Manufacturing Company, however, will employ as many men as usual.

The Wallrich Land Company of Shawano, will cut about 2,500,000 feet of maple timber in the vicinity of White lake this winter.

The Mason & Donaldson Lumber Company of Rhinelander, has sold the sawmill town of Donaldson to Geo T Halber of Minneapolis

At a recent meeting of the stockholders of the Edgar Veneer & Manufacturing Company of Edgar, it was decided to increase the capital stock from $15,000 to $25,000. F. W. Gardner, M. N. Schill, Chas. J. Sharpe, Aug. Baesmann and Gustav Hermann were elected to the directorate.

The J. W. Wells Lumber Company of Menominee will employ about two hundred men this winter in the vicinity of Wausaukee. The company will operate a steam log skidder and loader. The timber will be hauled to Girard Junction on the company's own logging trains and from there to the mill in Menominee by the Chicago, Milwaukee & St. Paul Railway.

During the past year the sawmills of Wausau cut about 100,000,000 feet of lumber as follows: The Barker & Stewart Lumber Company, 30,000,000; Jacob Mortenson Lumber Company, 12,000,000; Alexander Stewart Lumber Company, Ltd., 15,000,000; F. Schubring Lumber Company, 14,000,000; Brooks & Ross Lumber Company, 24,000,000.

SAGINAW VALLEY

Sawmills on the Saginaw river have been operating steadily during the year with a single exception, the Gates mill which did not begin until late in the year, and which has sawed 3,000,000 feet of lumber for the Lobdell & Churchill Manufacturing Company of Onaway.

Large quantities of hardwood lumber manufactured along the line of the Michigan Central railroad, Mackinaw division, extending from Bay City to the Straits of Mackinac, find a market in Bay City and Saginaw, the output last year being 34,225,934 feet. The Huron Shore mills also send a large quantity of lumber to the valley and the output last year was 61,572,132 feet, making the total for the entire district here and tributary thereto 144,976,392 feet. It is estimated the total output the current year will possibly fall a little short of that of 1910, but doubtless not to exceed 12,000,000 to 15,000,000 feet.

The Detroit & Mackinac railway extending from Bay City to Cheboygan, has just finished a branch from the main line into Rogers City. Regular train service has been inaugurated, and the road will furnish an outlet for large quantities of lumber. The Loud-Hoeft Lumber Company, operating a large hardwood mill at Rogers, has been forced to move all its lumber during the season of navigation.

Ross & Wentworth of Bay City have purchased a large quantity of logs now being cut on the H. M. Loud's Sons Company's lands near Au Sable, to be railed to Bay City and manufactured.

Manufacturers of maple flooring in the valley have complained more or less of sharp competition, and some hold that the prices obtained for their manufactured product should have afforded a larger margin of profit. However, the year will close fairly satisfactorily. In the valley W. D. Young & Co., the Hanson-Ward Veneer Company, the S. L. Eastman Flooring Company, the Strable Manufacturing Company, and Bliss & Van Auken, have turned out from 8,000,000 to more than 18,000,000 feet of flooring, each. The Kerry & Hanson Flooring Company at Grayling, of which C. T. Kerry of Saginaw is active manager, handles some 12,000,000 feet of manufactured flooring a year, and has experienced a fair trade.

CADILLAC

The city council of Cadillac has granted the Williams Brothers Company a block and a half of additional land to be used by this company, and has also agreed to close two streets now running through the Williams Brothers' yard. This company recently purchased a large block of timber from A. F. Anderson, and now has enough timber to operate the factory for at least fifteen years.

The Escanaba Veneer Company of Escanaba has sold all of its old stock and is getting in a fresh supply of timber. The mill is using birdseye maple exclusively, and expects to make this the banner year.

The sawmill of S. Crawford & Sons of Cedar River which was burned some time ago, has been rebuilt and will be operated day and night.

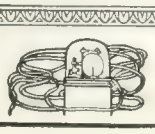
The Salling-Hanson Company of Grayling is operating ten logging camps and it is estimated that 30,000,000 feet of logs will be put out this winter.

The Rikerd Lumber Company of Lansing, on account of increase of business has been compelled to build a new warehouse and office building, 30x80 feet, four stories high, two below and two above the level of the street.

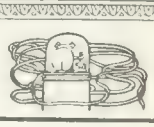
G. A. Swanson of Tustin, has bought 800,000 feet of timber near Hobart and expects to get out a million feet of lumber the coming winter.

L. George Johnson, whose parents still live in Cadillac, has been appointed chief forester for the state of California.

The Petoskey Block & Manufacturing Company of Petoskey, is receiving large orders from all over the world for its butcher blocks. It recently shipped a carload to Vancouver, B. C., another to San Francisco and still another to Los Angeles. These cars contained about 40,000 pounds each and were consigned to jobbers.



The Hardwood Market



CHICAGO

Allowing for the seasonable dullness which can always be expected at this time of the year, there is unquestionably a noticeable improvement in the Chicago trade, and indications are that there will be a satisfactory business during 1912. There has been a decided healthy demand for various lines of stock, the most noticeable being for ash, car stock, railroad material, box material and red and sap gum. Cypress dealers report an encouraging condition of the market, due to various reasons, the most important being the stimulus in the demand for silo stock. There has been no apparent tendency to cut prices which have maintained a very fair level. Building operations are moving along about as usual, and there is every prospect of active building trade during the spring. On the whole the Chicago lumber business, both in hardwoods and building material, will close up a very satisfactory year, and will start 1912 with the firm belief that it will show a marked improvement.

NEW YORK

The hardwood market at New York shows a little more activity in the matter of future buying than has prevailed for some time. The volume of trading is, however, much less than normal. Stocks are correspondingly less in the hands of buyers, but the latter appear to be realizing the general situation in hardwoods more fully, and there seems to be more of an inclination to anticipate wants than has obtained for some time. Stocks at shipping points are reported quite low, with some items very scarce, particularly in ash. Poplar, oak, ash, birch and maple are quite strong in the better grades. Quartered oak is freer, but prices are holding reasonably firm.

BUFFALO

The hardwood trade is more active than it was earlier in the month. It has slowed down as it always does at this time of the year, but a fair amount of stock has been moving. Orders are for immediate requirements only, and the quantity taken is therefore limited in about every instance. A considerable improvement is expected next month.

About the same woods as usual are moving, oak, maple and birch being in fair demand. Prices are about the same, but appear to be likely to grow firmer with improving sales. Elsewhere there is about the usual amount of firmness.

PHILADELPHIA

There has been a palpable advance in trading during the past fortnight, and an encouraging feeling prevails accordingly as to outlook. The irregular restricted buying so much deplored is gradually giving way to a more confident inclination to secure stock for future delivery at prevailing prices. There are still some who hold to the impression that better deals may be expected after the first of the year, but those who have made it a point to familiarize themselves with stock conditions at the mill ends are insuring themselves against the dilemma of being meagerly prepared for a decisive advance in trading.

The manufacturing end of the hardwood business is well controlled and the pile is not allowed to exceed the demand. In nearly all standard lines and grades there is a scarcity of dry stock, and with the inadequate car service at this time on account of the extensive crop movement, buyers are forced to resort to the lumber camps for the purpose of making satisfactory deals. Yard stocking still lags, and remanufacturers hesitate as to the piling up of vacant places. However, the box makers, who depend largely upon industries which have of late increased their activities, are more active than for some time, and are accordingly optimistic as to a substantial trading during the winter.

PITTSBURGH

Better lumber orders have been booked here during the past ten days than for a long time. November shipments were above expectations in many cases, several firms reporting it to be the best month they have had this year. Inquiry is improving steadily. There is a general feeling here that if business should expand ten or fifteen per cent all lumbermen would be cut short. Stocks of good hardwoods at the mills are low. Cars are in short supply, and mills are not accumulating any dry stock. The inventory season, of course, has held up the yard trade for the present, but the factory trade, added to the big orders from the railroads, steel companies and coal mines, is making hardwood affairs look [illegible] for a long time. The year is closing [illegible] of hardwood sold through Pittsburgh firms. Prices have held their own throughout the year and the demand for hardwood has been better and more satisfactory than in any other line of lumber dealing.

BOSTON

The demand for hardwood lumber in this market has been rather quiet. Buyers have been operating in a slow way, few having any real confidence in prices. While the market is quoted as firm, taking it as a whole, there have been lots of hardwood offered at concessions. The average buyer has also tried to keep his stock down so as to have as little as possible around the first of the year when taking inventory.

In plain oak prices are fairly well held and buyers have shown quite a little interest. Quartered oak is not active, and offerings are fairly free. In some instances values are rather weak. Demand for maple flooring has been of fair volume, with prices steady. Chestnut is firm but the call in this market is not large. There has been considerable oak shipped to South American ports during the past two months. Some English demand is reported for black walnut but the local demand is quiet. Cypress is in quiet demand.

BALTIMORE

The hardwood trade of this section is in better shape than perhaps the most optimistic members of the trade had expected. The movement has remained quite active until now, and the range of prices has shown not the slightest sign of weakness; in fact, in spite of the easing off in demand, quotations have more than held their own, and there is every prospect that when trade opens up after the first of the year, a new impetus may be given to quotations.

An active inquiry comes from abroad, and prices offered are an improvement on those that prevailed during a large part of the year. Evidences of an interest in stocks of hardwoods indicate that while no actual scarcity prevails on the other side, it is none the less deemed desirable to add to the holdings. Shipments of oak planks have been more extensive than could be desired, and this has had a tendency to make buyers cautious. It is stated that rejections of planks are being made on a scale suggestive of inordinately liberal offerings, which fact is being taken advantage of by buyers. With respect to poplar and some of the other woods, the feeling is distinctly better, and a willingness is evidenced to offer better terms to shippers.

In the domestic market nearly all stocks have been in very fair request. Wholesalers have been able to advance prices, and have succeeded in placing orders at the old figures. The activity in sound wormy chestnut continues, and the previously extensive stocks in hand have about been distributed. The prospects are decidedly encouraging, and hardwood men here are ending up the year in a hopeful frame of mind.

COLUMBUS

The usual holiday lull has taken possession of the hardwood trade in Columbus and central Ohio and as a result business has been a little slow. Both retailers and factories have been busy with inventories, and are not disposed at this time to increase stocks. However, a large number of orders and inquiries are coming in looking for delivery in January. There is a good demand for most varieties of hardwoods, although oak, both quartered and plain, and chestnut lead in demand. The lower grades of all hardwoods are moving well, but as has been the case for some time the better demand is still for the upper grades. Prices in all varieties and grades have been well maintained and the tendency is to advance quotations rather than to cut and thus force the market. Stocks in the hands of retailers are still short and will remain so until some time in January. The policy has been to buy only what was needed for immediate wants and as a result there has been no accumulation of stocks. Stocks in the hands of the mill owners are not large, and on the whole the market is in a healthy condition.

CINCINNATI

The year just closing has been disappointing to the hardwood trade in this market, having been productive of only an ordinary volume of business. The striking feature of the year has been the extreme conservativeness of consuming manufacturers in buying, more especially manufacturers of furniture. Collections have been prompt, very few slow accounts being reported. The failures affecting this market have been very light. Market conditions have, as a rule, been in spots. However, as compared with the volume of business transacted in 1910, the year 1911 shows up favorably in the aggregate.

There has been a very fair demand during the year for good, dry oak, but the volume available has not at all times been equal to the demand. Quarter-sawed oak, in both red and white, has had a good season, the buying being principally for common and better, with only a fair movement of top grades. Low-grade oak has been meeting with a good movement. Heavy timbers and car stock, and oak ties have been in good demand all the year. Poplar has received very fair attention for the manufacturers' grades, while wide, clear stock started in poorly, but during the last few months has shown steady improvement, though prices have remained low. Common and low-grade poplar has met a steady demand. Sound wormy chestnut has been in active demand for good, wide, clear stock, with a fair movement of ordinary grades. Red gum has had a fair year for the top grades, with a good demand for saps and common, which have been rather short of the wants of the trade. Birch has shown good improvement in demand during the past three months. American walnut has been receiving good attention from the foreign trade. Mahogany of all kinds has improved strongly in demand during the year, and is now enjoying a very good demand. Basswood has had a fair volume of business, with some improvement noted in the demand for the top grades of cottonwood, low-grades of which have had a good year. Buckeye has received very fair attention. Ash and hickory have had a very fair year. The buying for the foreign trade, embracing oak boards, white ash, hickory boards, and red gum, has shown improvement over that of the past two years. Cherry has received improved attention from the foreign trade. Walnut logs for export have been in good demand all the year, with a notable scarcity.

Cypress began the year with a good demand for builders' and manufacturers' grades, and a fair movement of tank stock. Early in the fall the demand fell off and has steadily grown weaker.

TOLEDO

There is but little change in local hardwood business, except for a slight improvement in the call for oak from furniture concerns, who are using more lumber than for some time past. Local yards appear to be well stocked up, and there is very little buying. There are apparently no transportation difficulties, and local concerns are securing what stocks are needed without delay. Hardwood men believe that conditions will improve, and that prices will be much better in the near future. For this reason there is very little price cutting and no unseemly efforts are being made to dispose of stock. Automobile and other vehicle concerns are showing about the usual activity for this season of the year.

INDIANAPOLIS

There has not been much activity in the hardwood lumber trade during the last two weeks. A few orders have been placed, but they have not been for large quantities. However, the business for the year compares very favorably with that of 1910. Hardwood prices are not advancing, but are holding their own. Manufacturing concerns using hardwoods are running full time in Indianapolis and the immediate vicinity. The outlook for next year appears to be very good.

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MEMPHIS

The demand for hardwood lumber is comparatively quiet at the moment. This is regarded as the direct result of the fact that the end of the year is approaching and that there is the customary disposition on the part of operators generally to have as little stock on hand as possible over the first of the year, when inventories are taken. However, despite the quietness, there is a more hopeful feeling among members of the trade, some of whom are predicting a better business after the turn of the year than has been experienced for some time. The active items here at present are red gum in No. 1 common and better, the lower grades of both cottonwood and gum, and plain oak in both red and white. Quartered oak is still slow of sale, and prices are not satisfactory, though conditions are a little more favorable with respect to red than white. The upper grades of sap gum are moving in slightly larger volume, and there is also a better demand for cottonwood in firsts and seconds. The former, however, has shown practically no improvement as to price. Cottonwood box boards are in good demand and are very scarce, with resultant firmness. There is very little doing in cypress and ash is irregular, the demand being chiefly for 1½ to 4". The supply of the latter is not particularly large, but there is sufficient stock to prevent any material advance unless there is a decided change for the better in the demand therefore. Export business is slow at the moment, and some members of the trade say that they do not expect much activity until after the middle of January.

NASHVILLE

Trade is holding up to the very eve of the holiday season, and an increased activity is expected all along the hardwood line after the first of the new year. Prices continue steady and no efforts are noted to force the market. Plain white oak and red gum lead in demand. Low-grade poplar is also active. Ash is steady. Chestnut is in fair call. Cottonwood is in good demand. Some export shipments have been reported recently, England taking oak and gum. The box factories have been crowded to capacity for some time. There has been an increased demand, also, from the car building and other consumers and this has added to the activity of the situation.

KNOXVILLE

Lumbermen in this city are beginning to check up their stocks and not give any more orders until after the first of the year. Trade conditions are not by any means at a standstill and while no one is working overtime to fill orders, everyone seems contented with his share of the business and ready to prepare for 1912.

The retail yards are not overstocked with hardwoods and the bad weather conditions which always come at this season of the year and retard the country stock from being hauled to the railroad, will have a strong tendency to hold up prices.

Plain white and red oak is the leader in this market with poplar and ash a close second.

Chestnut continues steady and is being sold in small quantities at good prices.

BRISTOL

Bristol hardwood lumbermen anticipate a better market toward spring and the prospects are that there will be a much larger volume of stock produced in this section next year than during 1911. There is a satisfactory volume of business being done at present, but prices are not what they might be. The railroads have all of their cars in service, and find difficulty in supplying cars to meet the demands of the shippers.

ST. LOUIS

Only a limited volume of hardwood business is being done at this point. Customers are getting ready for inventory, hence are only buying for actual needs. However, conditions as to future buying are good.

Plain oak leads in demand. Red gum is holding its own. Firsts and seconds, select poplar, and first and second and box board cottonwood are being freely called for. Ash conditions are quiet. Quartered oak is not selling as well as it should at this season. Quartered red oak is fairly active but this item, too, is much below expectations. White oak is in better demand.

The cypress trade has fallen off considerably owing to the holiday season. Business, however, is as good as it usually is at this time of the year.

Prices are steady. As none of the mills are trying to unload surplus stocks, few concessions are being made.

LOUISVILLE

The hardwood lumber trade of Louisville and Kentucky is inclined to view the new year optimistically. The outlook for good, steady business early in the coming season is much better at present than it has been for several months past, and lumbermen are inclined to agree that some exceedingly bright spots show up in the prospect. The trade agrees that 1911 has had a slight edge upon 1910 in the matter of producing quality business.

Plain red and white oak still rule as the best sellers in the Kentucky market, there being no appreciable changes in the relative positions of various grades of lumber during the change of years. Poplar and quartered oak are also in fair demand.

MILWAUKEE

The hardwood trade is naturally a little quiet during the holiday season, but the prospects are bright for a brisk business directly after the opening of the new year. Just at the present time, the manufacturers are doing most of the buying. Jobbers are careful to ship only as fast as new orders arrive. There are no signs of a car shortage this year. Traffic has not been tied up by heavy snows and there has been but little congestion in any line.

There is a genuine shortage in some lines of hardwood. Instances are reported daily where it has been found impossible to secure shipments of even No. 2 and No. 3 birch. No. 2 and No. 3 basswood is in brisk demand, but stocks are unusually light. Reports from the northern lumber country indicate that there is no overstock in the hardwood line in any locality.

SAGINAW VALLEY

The hardwood market in this territory has held up firmly as to prices during the fall. Shipments have been generally satisfactory. Manufacturers are carrying moderate stocks of dry lumber, but no excess is reported. Maple has been called for actively, and stocks available for shipment are smaller than they were last season at this date. Trading in beech lumber has also been brisk and the market firm. The output of birch is not large and that commodity has ruled firm all the year. During the early portion of the year, basswood ruled dull and the there was an accumulation of the stock. However, during the fall months it has moved more freely.

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Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

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1 car White Ash Strips ⅜"x1"x30", ⅜"x1¼"x6' and ⅜"x1½"x6'.

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Large lot thoroughly dry. Sell log run. Large proportion of wide widths up to 26". Well manufactured.

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Will name very attractive prices. Send us your inquiries.

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5 cars 1x13" to 17" 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds cotton wood.
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5 cars 1x13" to 17" cottonwood boxboards.
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FOR SALE

Thick quartered white oak, 2 years old. 2/3 car 2"; 1/3 car 1½"; 1/3 car 1¼"; 1,000 ft. 2¼, 2½ and 3", all high grade No. 1 common—wide. CHAS. F. SHIELS & CO., Cincinnati, O.

LUMBER WANTED

GREEN OAK PLANK AND

Green Dimension Oak.
20 carloads 2¼" and 2½" plank.
No. 1 common and better.
20 carloads 2x5½x6½ ft. clear.
20 carloads 2½x6x7 ft. clear.
Will inspect at shipping point if quantity warrants sending an inspector.
THE SICKLESTEEL LBR. CO., Detroit, Mich.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO.,
New Philadelphia, O.

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ENGINE BARGAIN.

One 10x14 Buckeye engine about 90 H. P., 250 R. P. M. Sold to increase power plant. Never has missed a day, running thirty steam presses. First $200.00 gets it F. O. B. Niles.
NATIONAL PRINTING & ENGRAVING CO.,
Niles, Mich.

2 Railroad Cross Cut Saws.
1 Combination Cross Cut and Rip Saw.
1 Self-feed Rip Saw.
1 Endless Bed Planer.
1 Wonder Sander.
1 – 24" Double Exhaust Fan.

S. N. BROWN & CO., Dayton, O.

LOGS WANTED

LOGS WANTED

Hard Maple Logs 22 inches and up diameter top end, 10 to 16 feet long; Rock Elm Logs 12 inches and up diameter top end, 15 to 30 feet long. Will accept logs at point of shipment when three or more carloads are ready for inspection.
THE BRADLEY COMPANY, Hamilton, Ont.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED—BEECH, BIRCH AND

Maple Squares 1"x1"x10" long.

THEO. J. ELY MFG. CO., Girard, Pa.

DIMENSION STOCK FOR SALE

WANTED

Dimension orders for Maple, Beech and Birch to be cut from 4/4 stock, any length, 40" or under.

OHIO VALLEY BENDING CO.,
Parkersburg, W. Va.

PLOW AND WAGON STOCK

1 carload plow handle strips, bounds and felloe stock cut to order.

PRATT WORTHINGTON CO., Crofton, Ky.

TIMBER ESTIMATING

TIMBER ESTIMATES.

Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

BUSINESS OPPORTUNITIES

FOR SALE.

Newly established Fork and Shovel handle plant; also good sawmill proposition in connection, in northern Indiana. Center of good timber locality. Plant in operation. At present making 25 per cent on investment. Failing health reason for wanting to sell. Address "BOX 128," care HARDWOOD RECORD.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

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(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

PARTY OWNS WOODENWARE

plant of four lathes, well equipped and with extra good kilns; timber resources and financial affairs first class, but on account of other business can not give it proper attention.

To right party will sell smaller or greater interest at reasonable price, but he must be man of ability and able to take entire charge.

This offer will stand strictest investigation as well as parties owning it. Address

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To a strong, Competent Manager of a hardwood plant, I will sell an interest in a plant that has great possibilities. Address

C. W. ROBINSON,
720 Whitney-Central Bk. Bldg., New Orleans, La.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

COUNTERFEIT CHECKS are frequent except where our Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
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We also make Time Checks, Stencils and Log Hammers.



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HARDWOODS

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HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

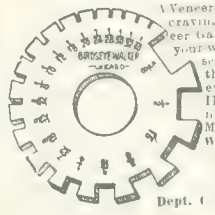
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Telephone Canal 1688
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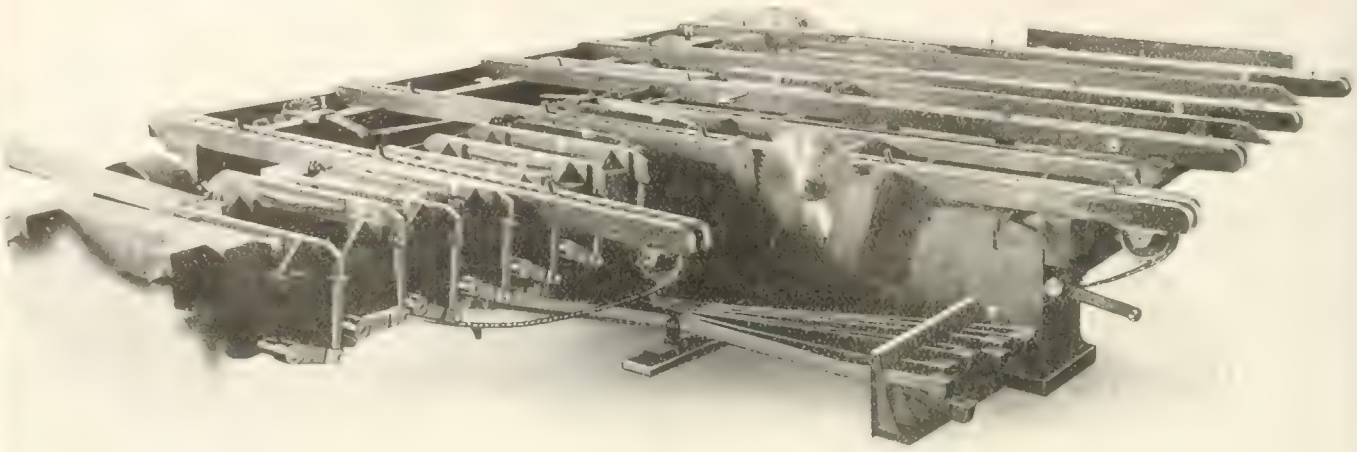
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FISHER BUILDING
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A SPECIALTY



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't buy yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-sixteenth to 3-inch INCLUSIVE. Write up to this opportunity. Price only $1.50 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 38.

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THERE'S MONEY IN ODD LENGTHS



GARLAND'S PATENTED ODD-LENGTH TRIMMER

YELLOW POPLAR LUMBER COMPANY

MANUFACTURERS OF

YELLOW POPLAR LUMBER

CAPACITY 50,000,000
FEET PER ANNUM

MILLS AND GENERAL OFFICE,
COAL GROVE, OHIO, U. S. A.

November 18, 1911.

The M. Garland Company,
Bay City, Mich.

Dear Sirs:—From the fact that our timber in long lengths is cut up at our log slide into sawmill lengths, it was with some misgivings that we purchased from you two years ago one of your odd length trimmers. It seemed scarcely possible to us that so very much economy in manufacture could be secured by the employment of this equipment.

Our daily cut is approximately 100,000 ft. at this mill, and we are pleased to advise you that this odd length trimmer equipment has given us an average daily over-run in cut of approximately 2% over what we would have secured on an even length trimmer.

We are pleased to further advise that the machine purchased from you has been entirely satisfactory and has particular merits of substantial build, good workmanship, low power cost, convenience and high efficiency.

Very sincerely yours,

YELLOW POPLAR LUMBER COMPANY.

If any lumber manufacturer has any doubt about the increased profit that can be obtained by employing an odd length trimmer it should be dispelled by the foregoing letter.

Is 2,000 feet daily over-run worth while, and how long will it take for 2 per cent daily increased lumber output—without cost—to pay for an up-to-date trimmer? Let us quote you price.

M. GARLAND COMPANY
BAY CITY, MICH.

Manufacturers of a full line of high-class sawmill, conveying and paving block machinery. Complete description and illustrated matter, covering every detail of sawmill equipment, furnished on application, together with a list of the sawmills we have built during the last two years, to the owners of any one of which we confidently can refer prospective buyers.



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

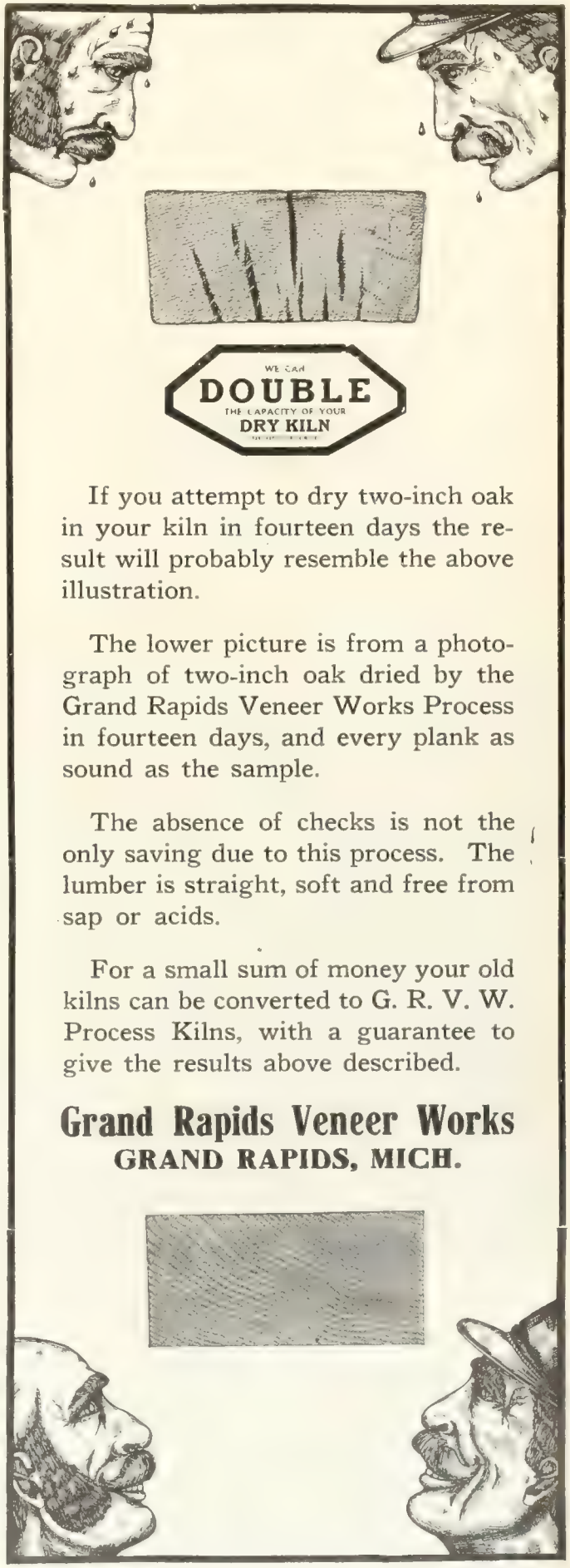
Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

BRANCHES

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If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

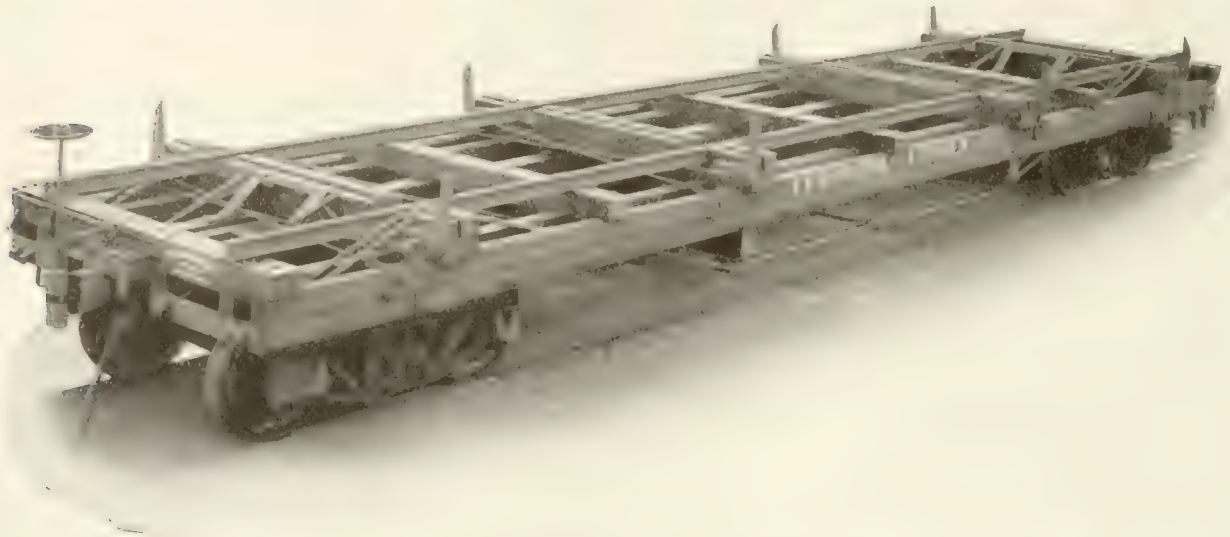
The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works

GRAND RAPIDS, MICH.

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**



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Pres. of Wm. B. Mershon & Co.

A SPECIALTY—NOT A SIDE LINE

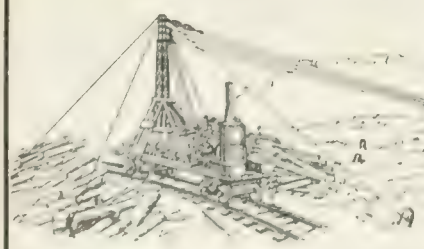
Back of every Mershon Resaw stands its original designer and inventor—a recognized authority throughout the world on all matters pertaining to the sawing of wood with a band saw.

Purchasers of the Mershon line have the benefit of his experience.

WM. B. MERSHON & CO. **SAGINAW, MICH.**

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

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ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. **Write Today for Catalog and Prices**

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

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Eau Claire, Wis.

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TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

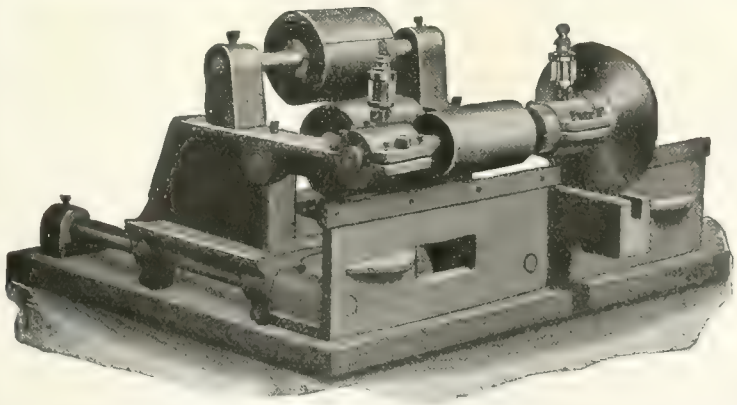
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IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM



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Flooring Factories

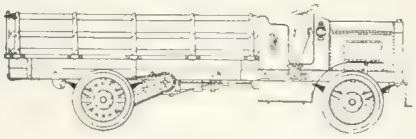
For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

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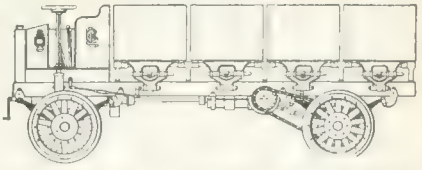
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ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"



BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE

The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

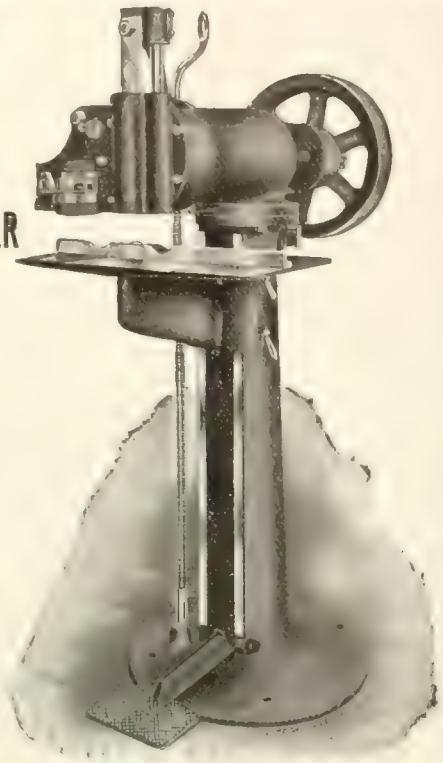
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

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STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

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WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

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We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

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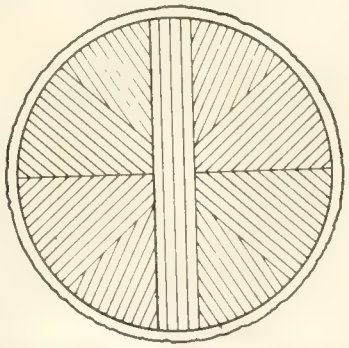
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We show herewith the end of an OBO Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

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Grades that Make Good

Cypress

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Oak, Ash

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THE HYDE LUMBER CO.

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SOUTH BEND INDIANA

H. C. CREITH & CO.

Hardwood Lumber

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We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first class stock in every respect, and dry.

SEND US YOUR INQUIRIES

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

2 C/L 8/4 1 and 2 White Ash
1 C/L 8/4 No. 1 Com. White Ash
2 C/L 12/4 1 and 2 White Ash
1 C/L 12/4 No. 1 Com. White Ash
2 C/L 16/4 1 and 2 White Ash
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THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

SOUND WORMY CHESTNUT

Cut at our own Heidelberg, Kentucky, Band Mills

55,000′ 8/4
165,000′ 4/4

4/4 Clear Saps Yellow Poplar.

Please write us quickly for low prices

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"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

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BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
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JACKSON & TINDLE

Manufacturers of

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Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

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Sales Office—1009 Ford Building, Detroit, Mich.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

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BASSWOOD	BIRCH
50,000 4/4 1s & 2s.	150,000 4/4 1 & 2 Com.
150,000 4/4 No. 1 Com.	11,000 5/4 1s & 2s.
75,000 4/4 No. 2 Com.	12,000 5/4 No. 1 Com.
40,000 5/4 No. 1 & 2 Com.	35,000 5/4 No. 1 Com. & Better
30,000 6/4 1s & 2s.	35,000 10/4 No. 1 Com. & Better
SOFT ELM	**MAPLE**
50,000 5/4 No. 2 Com. & Better	100,000 4/4 1 & 2 Com.
30,000 6/4 No. 2 Com. & Better	250,000 4/4 No. 3 Com.
36,000 6/4 1 & 2 Com.	40,000 5/4 1s & 2s
100,000 5/4 & 6/4 No. 3 Com.	150,000 5/4 No. 1 Com
50,000 8/4 No. 1 Com & Better	30,000 5/4 No. 2 Com.
30,000 10/4 No. 1 Com. & Better	50,000 6/4 No. 1 Com. & Better
50,000 12/4 No. 1 Com. & Better	25,000 8/4 No 1 & 2 Com.

Von Platen Lumber Co.
Iron Mountain, Michigan

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

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What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

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Mill Connections Superior, Wis.
Storage Yard in Connection
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DETROIT, MICHIGAN

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH, NO. 2 & BETTER, 4/4–12/4
ASH, NO. 2 & BETTER, 4/4–12/4
ELM, NO. 2 & BETTER, 4/4–12/4
BASSWOOD, NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

The Scott & Howe Lumber Co., Ironwood, Mich.

MANUFACTURERS OF

HIGH-GRADE NORTHERN HARDWOODS

We solicit your inquiries for special cut Basswood, Birch, Black Ash and Michigan Gray Elm for spring and summer delivery.

We make what is known as the "SCOTT & HOWE" grade. A sample car will convince you that it is right.

¶ We sell to CONSUMERS AND LEGITIMATE WHOLESALERS ONLY; and will not accept orders that call for a certain percentage of a choice lower grade mixed with a higher grade.

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4	Plain Red Oak 1 Com.	24000	16/4	White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4	Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4	Cottonwood 1 Com.
72000	4/4	Pl. White Oak 1s & 2s.	20000	8/4	Cottonwood Log Run.
143000	4/4	Pl. White Oak 1 Com.	112000	4/4	Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	26000	5/4	Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	48000	6/4	Cypress Shop & Better.
47000	4/4	Qtd. White Oak 1 Com.	31000	8/4	Cypress Shop & Better.
12000	8/4	White Ash 1s & 2s.	26000	4/4	Gum 1s & 2s Red.
13000	10/4	White Ash 1s & 2s.	27000	4/4	Gum 1s & 2s Sap.
			25000	4/4	Gum Boxboards 13"-17".
			38000	5/4	Gum Log Run.
			20000	6/4	Gum Log Run.

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000 4/4 1st & 2nds Bl. & Ash
50,000 4/4 No. 1 Com. & Bet. Basswood
11,000' 8/4 No. 2 Com. Basswood
10,000' 4/4 1st & 2nds Soft & Hard Birch
10,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch.
25,000' 8/4 1st & 2nds Birch
10,000' 12/4 No. 1 Com. & Bet. Birch.
15,000' 8/4 No. 2 Com. & Bet. Beech
17,000' 4/4x11" & up 1st & 2nds Hard Maple
17,000' 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000' 8/4 No. 1 Com. & Bet. Hard Maple
3,000' 10/4 No. 1 Com. & Bet. Hard Maple
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000' 16/4 No. 1 Com. & Bet. Hard Maple.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

J. HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave

PENROD

Walnut and Veneer Co.
KANSAS CITY, :: :: MO.

Rotary Cut Red and White Oak
High Grade Walnut Veneers
PLAIN AND FIGURED LONG AND BUTT WOOD

Great Lakes Veneer Co.

ROTARY CUT

VENEERS
AND THIN LUMBER

MUNISING MICHIGAN

B. C. JARRELL & CO.

MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

LEADING

VENEER
MANUFACTURERS

OF THE U. S.

WISCONSIN VENEER COMPANY
RHINELANDER, WIS.

DOOR and CABINET VENEERS in OAK, BIRCH and ASH

LARGEST PRODUCERS OF DOOR STOCK IN THE COUNTRY. MODEL MILL, IN HEART OF BIRCH BELT OF WISCONSIN. UNEQUALED SHIPPING FACILITIES. WE CARRY A LARGE STOCK IN STANDARD SIZES.

¶ **THE WISCONSIN LUMBER AND VENEER CO., of Port Washington, Wis.,** ARE SPECIALISTS IN THE PRODUCTION OF AUTO DASHES, BENT CHAIR BACKS AND SEATS, OPERA CHAIRS, AND EVERYTHING IN PANELS AND BUILT-UP VENEER. WE CAN GIVE YOU QUALITY AND SERVICE.

Panels for Chicago trade carried in stock at 1140 West Lake St., Chicago.
Telephone Haymarket 3027.

The Louisville Veneer Mills
MANUFACTURERS OF
VENEERS
THIN LUMBER
PANEL STOCK
LOUISVILLE KENTUCKY

KENTUCKY VENEER WORKS
ROTARY CUT
GUM, POPLAR, OAK
SAWED AND SLICED
QUARTERED OAK, MAHOGANY
LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

"Frost Quality" Veneers
Recognized Standard for 35 Years
Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent
Veneer Panels
Quality the Best
Prices Right *Deliveries Prompt*
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New York City
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177 Pacific Ave., Jersey City, N. J.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO

SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM

CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

Salt Lick Lumber Co.

SALT LICK • • • • KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH Oak Flooring

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate of triplicate tally sheets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve cost of tally and inspection troubles.

HARDWOOD RECORD CHICAGO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

WANT ORDERS FOR

4/4" to 8/4" Sound Wormy Chestnut. Can resaw and surface.
3/8" and 13/16" Select and Clear Plain Oak Flooring. All widths.
5" Poplar Bevel Siding, Clear and select grade.
6" Poplar Bevel Siding, Clear and Select grade.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

H. H. Hitt Lumber Co.
Manufacturer of Hardwood Lumber

To clean up our yards. we offer the following at specially attractive prices for immediate acceptance and delivery.

4/4 Plain White Oak	No. 1 Common	3 cars
4/4 Plain White Oak	No. 2 Common	1 car
5/4 Plain White Oak	1s and 2s	1 car
5/4 Plain White Oak	No. 1 Common	1 car
4/4 Qtd. White Oak	1s and 2s	1 car
4 4 Qtd. White Oak	No. 1 Common	4 cars
4 4 Poplar	No. 1 Common	2 cars
4/4 Poplar	No. 2 Common	2 cars

All of the above is manufactured from the famous Tennessee Valley timber. *PRICES ON APPLICATION*

FALKVILLE, ALABAMA

A FEW ITEMS OF DRY STOCK
WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.
SEND US YOUR INQUIRIES

Himmelberger-Harrison Lumber Co.
Specialists Red Gum
Mills at Morehouse, Mo.
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OAK FLOORING
A GUARANTEE OF PERFECTION

Frank Purcell Kansas City U. S. A.
Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY
LAUREL, MISSISSIPPI
MANUFACTURERS
Long Leaf Yellow Pine
Domestic and Export Trade
150,000 FEET DAILY

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

Keith & Hiles Lumber Company
CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

500,000	feet	6′	Hardwood Grain Door Boards.
900,000	feet	1″	No. 3 Common Hard Maple.
19,000	feet	5/4″	No. 3 Common Hard Maple.
12,000	feet	8/4″	No. 3 Common Hard Maple.
600,000	feet	4/4″	No. 3 Common Birch.
250,000	feet	5/4″	No. 3 Common Birch.
28,000	feet	6/4″	No. 3 and No. 3 Common Birch.
100,000	feet	4/4″	No. 3 Common Soft Elm.
100,000	feet	6/4″	No. 3 Common Soft Elm.
54,000	feet	6/4″	No. 2 Common and Better Soft Elm.
65,000	feet	4/4″	No. 2 Common and Better Soft Elm Jackets.
200,000	feet	8/4″	No. 2 Common and Better Rock Elm.
40,000	feet	8/4″	No. 3 Common Rock Elm.

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.
MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD — CHICAGO



Does Your Mailman Bring a Copy

of "BERLIN QUALITY" every month?

A BULLETIN OF PRACTICAL INFORMATION ON WOOD-WORKING FOR OWNERS, SUPERINTENDENTS, MILLMEN, FILERS AND OPERATORS

THERE may still be some who are not getting this wonderful paper and yet 40,000 lumbermen are reading it every month. Beginning with the December issue, it will be even bigger and better than ever. It contains more practical information about the manufacturing side of wood-working than any other paper in the field.

It helps the mill owners to judge what can be expected from the practical man who is looked to for results. It helps the practical man by keeping him in touch with new improvements being made and tells him how other millmen are doing their work in an easier and better way.

The paper is full of illustrations of the interior of various kinds of wood-working plants, showing operations and new systems employed for manufacturing more economically. There are new ideas on every page that are well-worth looking into, even tho you have a better way to do the same work.

"Berlin Quality" is published as a medium for the exchange of ideas and keeps its readers posted on new improvements being made in our machinery. It gives you the help you want and makes you more valuable to your Company. It helps you pay bigger dividends and keeps your product in the class of highest quality.

We want to get a copy of our December number into your hands without cost or obligation to you. We want to prove our contentions of its value to the wood-working trade. And below we tell you how you can secure a copy **free.**

A copy of "Berlin Quality" for December will be sent free to anyone who is actively interested in wood-working, providing you give us the name of the Company you are connected with and the position you hold with them. Send in your name early and ask us to reserve a copy for you. Our list of subscribers is growing rapidly and additional copies may have to be printed.

The Berlin Machine Works of

LARGEST MANUFACTURERS OF WOOD-WORKING MACHINERY IN THE WORLD

Beloit, Wisconsin — **Hamilton, Canada**

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL. Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF U.S. — A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, JANUARY 10, 1912 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing
WEST VIRGINIA SPRUCE LUMBER CO.,
Cass, West Virginia.

Fifth Ave. Bldg.,
NEW YORK

FIRE INSURANCE THAT INSURES—WE HAVE IT

Also the Periodical Inspection for Fire Prevention

AND DIVIDENDS TO POLICY HOLDERS

Lumbermens Mutual Insurance Co., of Mansfield, Ohio.
Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Central Manufacturers Mutual Insurance Co., of Van Wert, Ohio.
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YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.

WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4″ No. 1 Com. Quartered White Oak.
5 cars 6/4″ No. 1 Com. Quartered White Oak.

YOUNG & CUTSINGER,
E. & T. H. Yards, EVANSVILLE, INDIANA

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

PROCTOR **VENEER DRYER** FIREPROOF
—AN—
UNPARALLELED SUCCESS
RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech and Butternut
Bone Dry for Immediate Shipment.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

Mahogany
5/4 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelpaia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

Can ship in mixed cars direct from our Nashville yard, Oak, plain or quarter sawn; Red or White Poplar; Ash, Chestnut and Hardwood Flooring, giving benefit of mill prices.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY

PHILADELPHIA, PA.

Harris & Cole Bros.

Durabuilt

OAK AND RED GUM
TRIM AND MOULDINGS
and OAK and RED GUM
FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
CEDAR FALLS IOWA

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS OHIO

We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. December 26th, 1911

DRY STOCK LIST

4/4	Basswood No. 1 Common	200 M
4/4	Birch 1s & 2s Red	4 M
4/4	Cherry No. 3 Common & Better	10 M
4/4	Gray Elm No. 2 Common & Better	27 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Maple No. 3 Common	40 M
4/4	Elm & Basswood No. 4 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. December 26th, 1911

1x6	Basswood No. 1 Common	18 M
1x7	& up Basswood No. 1 Common	9 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 1s & 2s	9 M
4/4	Maple and Beech No. 3 Common	40 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

750,000	ft.	5/4 No. 3 Common Beech & Maple,
400,000	"	6/4 No. 3 Common Beech,
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
40,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.

2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.

2 Cars 6/4 1st and 2nd.
100 M ft. 6/4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4/4 Log Run.
25 M ft. 4/4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.
EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.

70 M ft. 6/4 No. 1 Common and Better.

6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin — **Finest Oak in the State**

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, CHICAGO, ILL.

For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

TO THE TRADE:—We are desirous of moving the following Dry Hardwoods:

150,000 feet 1" inch Soft Elm No. 2 Common and Better
60,000 feet 1½ inch Soft Elm No. 3
100,000 feet 4-4 No. 1 Common Birch
500,000 feet 4-4 No. 2 Common Birch
250,000 feet 4-4 No. 3 Common Birch
2 cars 4 inch Clear Birch Strips
2 cars 4 inch No. 1 Common Birch Strips
4 cars 4 inch No. 2 Common Birch Strips
4 cars 4 inch No. 3 Common Birch Strips
1 car 4-4 No. 2 Common and Better White Ash (good widths)
100,000 ft. 4, 5 and 6 inch Com. and Clear Basswood Ceiling Stock
100,000 ft. No. 3 Common Basswood
Maple and Birch Flooring in all widths

SEND US YOUR INQUIRIES

FLANNER-STEGER LAND & LUMBER CO.

MILLS: Blackwell, Forest County, Wisconsin. SALES OFFICE: Steger Building, Chicago

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO
TEL. NO. HARRISON 7303

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Maisey & Dion

Loomis and 22nd Sts.

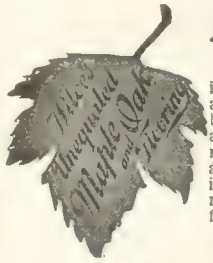
KILN DRIED & AIR DRIED HARDWOODS

PHONES CANAL 1830 CANAL 1831

I own and offer for sale 1,280 acres in one body, located in Southwest Arkansas, 2½ miles from railroad — estimated 7,500,000 feet — 75% oak, 10% ash, 10% hickory, 5% other timber. Easy logging. Soil silt deposit. Land will make a fine plantation when cleared. An excellent proposition for a small mill. Price right and terms reasonable. Write me about it.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — ED. MAPHET, Gen'l Manager
C. C. CANNON, Vice-Pres. — J. M. LOGAN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville
Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

Want to Move Immediately

75,000 ft. 4/4 No. 1 Com. Plain Oak.
100,000 ft. 4/4 No. 2 Common Poplar.
60,000 ft. 5/4 Log Run White Pine.
40,000 ft. 4/4 1 and 2 Qtd. White Oak, Extra Fine Stock
15,000 ft. 12/4 1 and 2 Poplar.
12,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
10,000 ft. 12/4 No. 2 Common Poplar.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

WE WANT AN ORDER FOR

one car of 4/4" 1s and 2s Plain Oak per month for the next six months

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars 4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car 4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car 4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars 6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car 6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car 8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car 4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars 4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars 5/4 1's & 2's Chestnut, dry, good widths.
2 cars 5/4 No. 1 common Chestnut, dry, good widths.
10 cars 4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars 16/4 1's & 2's White Ash, very dry & tough.
2 cars 6/4 No. 1 common Hickory, very dry & tough.
1 car 8/4 No. 1 common Hickory, very dry & tough.
1 car 10/4 No. 1 common Hickory, very dry & tough.
1 car 12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s
24,000 ft 6/4 1s & 2s.
38,000 ft 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8/4 1s and 2s Quartered White Oak.
100 M 4/4 No. 1 Com. and Better Chestnut.
25 M 4/4 No. 1 Com. and Better Tough White Ash.

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD NO. 3

4,000 ft. 4/4 1s & 2s Quartered White Oak.
9,500 ft. 4/4x2½" to 5½" Clear Face Qtd. White Oak Strips.
28,000 ft. 4/4 No. 1 Com. Quartered White Oak.
6,500 ft. 4/4 No. 2 Com. Quartered White Oak.
3,000 ft. 4/4 Common & Better Plain Oak, largely white.
12,500 ft. 4/4 to 8/4 Common & Better Ash.

Send us your inquiries for delivered prices on this stock. We also have at our Nashville yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

JANUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST & 2ND QRTD. WHITE OAK, 6" & UP				5,000	10,000	16,000	150,000	10,000	2,000			
NO. 1 COM. QRTD. WHITE OAK, 4" & UP				2,000		15,000	140,000	19,000	4,000			
NO. 2 COM. QRTD. WHITE OAK							126,000					
NO. 1 COM. QRTD. WHITE OAK STRIPS							75,000					
1ST & 2ND PLAIN WHITE OAK, 6" & UP				3,000	22,000	15,000				44,000	4,000	
NO. 1 COM. PLAIN WHITE OAK, 4" & UP				2,000	2,000		50,000			2,000	10,000	
NO. 2 COM. PLAIN WHITE OAK						2,000	60,000	2,000				
1ST & 2ND PLAIN RED OAK, 6" & UP					2,000	15,000	152,000	28,000		10,000		
NO. 1 COM. PLAIN RED OAK, 4" & UP						55,000	30,000	4,000	18,000			
NO. 2 COM. PLAIN RED OAK								7,000				
NO. 3 COM. PLAIN RED OAK							11,000					
OAK CORE STOCK							30,000					
1ST & 2ND RED GUM, 6" & UP			30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000		
NO. 1 COM RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	48,000	56,000	15,000			
NO. 1 COM. & BTR. FIGURED RED GUM							50,000	12,000				
1ST & 2ND SAP GUM, 6" & UP		20,000	11,000	9,000	13,000	35,000	49,000	53,000	2,000	2,000	5,000	3,000
1ST & 2ND SAP GUM, 18" & UP							15,000					
BOX BOARDS, 13-17							30,000					
NO. 1 COMMON SAP GUM, 4" & UP	4,000		11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000		
NO. 2 COMMON SAP GUM					16,000	6,000	209,000		11,000	2,000		
NO. 3 COMMON SAP GUM							30,000	40,000				
CLEAR SAP GUM STRIPS							16,000					
NO. 1 COMMON ASH									3,000	5,000		
LOG RUN CYPRESS										78,000		
LOG RUN ELM									3,000	30,000		
TUPELO GUM BOX BOARDS, 13" TO 17"							5,000					
COMMON & BETTER TUPELO GUM							11,000					
LOG RUN HICKORY										10,000		6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

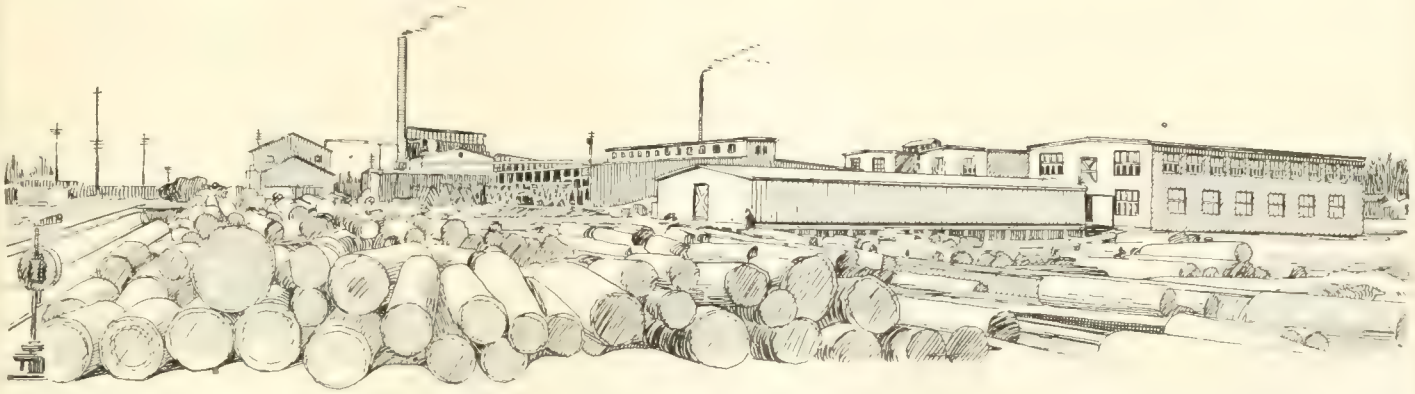
BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

The Jackson Lumber Co.

Manufacturers of

LUMBER

G. O. WORLAND, Manager — JACKSON, TENN.



BAND-SAWN
END-TRIMMED **Highland White Oak** NATIONAL GRADE
3/8" TO 4/4"

PRICE AS LOW AS CONSISTENT WITH GOOD QUALITY

WHY NOT?

Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/4 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s.
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4".
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s.
1 car 5/4" No. 1 Common.
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/4" No. 1 Common.
2 cars 3/2" No. 1 Common.
1 car 5/4" No. 2 Common.
1 car 3/4" No. 2 Common.
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common, Red.
1 car 4/4" No. 2 and 3 Common.

Memphis Saw Mill Co.

Memphis Tennessee

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¼" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

CINCINNATI
THE GATEWAY OF THE SOUTH

VENEER CONSUMERS

BEFORE PLACING CONTRACTS ON ORDERS FOR 1912
SEE WHAT CINCINNATI DEALERS HAVE TO OFFER

CINCINNATI The Leading Veneer Market of the World

ACME
VENEER & LUMBER
COMPANY
CINCINNATI OHIO

After January 1st we will have a large new line of

FIGURED MAHOGANY
CIRCASSIAN WALNUT
CURLY BIRCH
QUARTERED GUM
ROSEWOOD
QUARTERED OAK

AND ALL KINDS OF PLAIN VENEERS

Old Stock Will Be Disposed of at Greatly Reduced Prices

OHIO VENEER
COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.
We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)
All buyers admit Ohio Veneer Company's product has a pronounced individuality.
Stock complete and large enough to fill any order.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks Best Selections
CINCINNATI, OHIO

Circassian
WALNUT
VENEERS

LAGUNA
Mahogany
LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For quick shipment we will make very low prices on the following. All this stock is band sawn and thoroughly dry.

1 car 4/4 1s & 2s Poplar
2 cars 4/4 No. 1 Com. & Select Poplar
5 cars 4/4 No. 1 Common Poplar
2 cars 5/4 No. 1 Common Poplar
3 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common Plain Oak
1 car 4/4 S. W. Chestnut
1 car 6/4 S. W. Chestnut
1 car 1x18 & up Panel & No. 1 Gum
2 cars 4/4 No. 1 Common Red Gum
1 car 5/4 No. 1 Common Red Gum
3 cars 4/4 1s & 2s Qtd. White Oak
2 cars 5/4 No. 1 Com. Qtd. White Oak
1 car 6/4 No. 1 Com. Qtd. White Oak
1 car 4/4 No. 2 Com. Qtd. White Oak

Do not hesitate to write us regarding anything in hardwoods, whether it appears on this list or not, as the stock listed here are only a few cars we want to move quickly.

We have first-class planing mill and can manufacture any of our stock to suit your requirements.

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

STOCK LIST

4/4 20 & 21" Panel Cottonwood	15 M
4/4 22 & 23" Panel Cottonwood	15 M
4/4 24 & 26" Panel Cottonwood	15 M
4/4 27" & up Panel Cottonwood	15 M
4/4 Common & Better Chestnut	15 M
8/4 Sound Wormy Chestnut, one year dry	100 M
6/4 Sound Wormy Chestnut, one year dry	50 M
4/4 13 to 17 Poplar Box Boards	15 M
5/4 Hard Maple, 1s & 2s, Michigan stock	35 M
Philippine Mahogany	6 M
4/4 13 to 17" Gum Box Boards	9 M
4/4 No. 2 Com. Sap Gum	200 M
4/4 Log Run Basswood	60 M

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:

Winton Place, Cincinnati, Ohio

Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

CINCINNATI
THE GATEWAY OF THE SOUTH

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

3 cars 1″ 1sts & 2nds Cherry, good widths and lengths
1 car 5/4 1sts & 2nds Cherry, good widths and lengths
2 cars 1″ No. 1 Com. Cherry, good widths and lengths
1 car 1″ No. 3 Com. Cherry, good widths and lengths
500,000 ft. 1″ dry Chestnut, all grades
200,000 ft. 6/4 Dry Chestnut, all grades
75,000 ft. 1″ Log Run Basswood
30,000 ft. 3″ Log Run Elm
50,000 ft. 2″ Log Run Elm
20,000 ft. 2″ 1sts & 2nds Ash
1 car 4″ 1sts & 2nds Ash
1 car 3″ 1sts & 2nds Hard Maple
1 car 2″ No. 2 Common Basswood

Edward C. Bradley, 702 Gerke Bldg., Cincinnati, Ohio

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WE HAVE our own yard in Cincinnati and excellent mill connections in the South.

We have been closely associated with Southern hardwoods for years, and can guarantee that our stock will please you.

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Hopple Street and C., H. & D. R. R., Cincinnati, O.

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4 4″ No. 1 and Panel Gum, 21 to 25″
1 car 4/4″ No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4 4, 5 4, 6/4 1 & 2 Ash, 12″ up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12″ up.
1 car 12/4″ 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12″ up
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

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48,000 ft. 2″ 1s & 2s
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CINCINNATI, OHIO

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Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

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1 car 4/4″ 10″ & up 1s & 2s Ash.
1 car 8/4″ 1s & 2s Ash.
1 car 5/8″ 1s & 2s Qtd. W. Oak.
1 car 5/8″ 3½″ to 5½″ Clear Strips Qtd. W. Oak.
1 car 3/4″ 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4″ No. 1 Common Qtd. W. Oak.
½ car 4/4″ 12″& up 1s & 2s Plain Red Oak.
½ car 4/4″ 12″ & up 1s & 2s Plain White Oak.

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THE GATEWAY OF THE SOUTH

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
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Manufacturers of Rough and Dressed
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White Pine, Yellow Pine and Cypress
Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS
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POPLAR AND HARDWOODS
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will increase the output of your plant without increasing your running expense.

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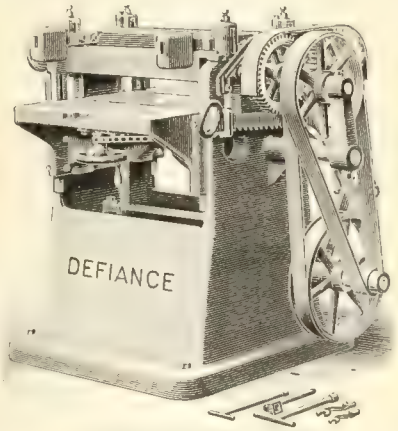

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Rip Saws Driven by Westinghouse Motors

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24" Single Surface Planer

A Good Investment Pays Big Dividends

WE SAY **INVESTMENT** BECAUSE WE KNOW THAT IS THE PRIME EXPRESSION WHEN RELATING TO THE PURCHASE OF

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Wood-Working Machines

They pay big dividends in the money they save you.

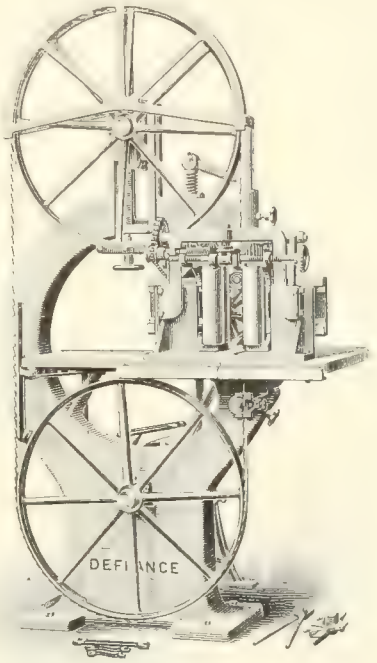
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SEE OUR EXHIBIT AT 1219 WASHINGTON BLV'D, CHICAGO



No. 6—36" Patent Band Re-Saw



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We Want to Buy for Cash:
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All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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Dealer in All Kinds of
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Specialties:
CHERRY
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Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

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OF ALL KINDS
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Specialties:
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Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

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Specialties:
Gray Elm,
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PACIFIC COAST
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Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

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Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

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LEADING MANUFACTURERS AND JOBBERS

HAVE you read Forestry Circular 185? If not, send to the Bureau of Agriculture, Washington, D.C., and ask them to send you a copy—then order a trial carload of

COLUMBIAN MAHOGANY

We quote the following prices in carload lots F. O. B. New York City:

1′ and 2′	10½	No. 2 Common	5½
No. 1 Common	8½	Shorts	3½
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Also about 5,000 ft. log run 10/4 @ 7½ and about 10,000 ft. log run 12/4 @ 7½—all bone dry.

Finished samples on application

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We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

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Maple, Birch, Beech or Basswood
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For **quick shipment** write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

Hamilton H. Salmon & Co.

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PLAIN OAK	ELM
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COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
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We are in the market for Plain Red and White Oak, 4/4 to 8/4″ No. 1 Common and Better. We pay cash.

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FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

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MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

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CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
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PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

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MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

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FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

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BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

CHAS. K. PARRY & CO.

Wholesale Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

WE WILL NOT MIX GRADES

HADENTINE LUMBER COMPANY

6th and Penn Streets, Camden, N. J.

If you want to buy or sell choice Hardwood, Cypress, N. C. Pine, get in touch with us. We manufacture Gum for Ties, planking, interior finish, furniture, and boxing. Immediate shipments from Norfolk.

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WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

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HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

BOSTON NEW YORK PHILADELPHIA

FOR SALE

CHESTNUT

4/4 1s & 2s	61035′
4 4 No 1 Com	83705′
4 4 Shop	41113′
4/4 S. W. No. 2 Com	443815′
4 4 Qtd. C. & B.	8960′
4 4 No. 3 Com.	62924′
5/4 S. W. & No. 2 Com.	24662′
6/4 S. W. & No. 2 Com.	16200′

MISCELLANEOUS

4/4 Basswood, L. R.	48800′
4 4 Buckeye	22838′
4, 4 Ash, L. R.	13760′
4 4 Birch	9920′
4 4 Maple, L. R. Hard.	80000′
6 4 Hickory, L R.	19843′
4/4 Locust, L. R.	2500′
4/4 Maple, L. R. Soft.	36000′
8/4 Maple, L. R. Soft.	36000′
6/4 Maple, L. R. Hard.	16000′
10/4 Maple, L. R. Hard.	32000′
8/4 Maple, No. 1 C. & B., Qtd.	65000′
4/4 Action Maple	80000′
6 4 Birch, L. R.	32000′
4/4 Birch, Good 2 Com.	32000′
4/4 1s & 2s Birch	50000′
8 4 1s & 2s Birch	16000′
5/4 L. R. Basswood, MCO	32000′

Sole Sales Agents for HADDOCK-FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Streets PHILADELPHIA, PA.

ASH
4 4 5 4 6 4, 8 4 10 4 12 4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD

White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction, Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4 4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

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New York City
No. 1 Madison Ave.

General Offices
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Hardwood Flooring

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MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

PALMER & PARKER CO.

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ENGLISH OAK
CIRCASSIAN WALNUT

MAHOGANY VENEERS

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DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
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Lesh & Matthews Lumber Co.

1621-22 MARQUETTE BUILDING
CHICAGO, ILL.

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

SANFORD & TREADWAY, New Haven, Conn.
HARDWOOD LUMBER

We have on our Elizabethton and Mountain City, Tenn., yards, an overstock of the following and solicit inquiries:

8/4 Common & Better Quartered Mountain Oak.
4/4 No. 1 Common Ash.
8/4 No. 1 Common & Better Chestnut.
6/4 & 8/4 Sound Wormy Chestnut.
4/4 No. 2 Common Basswood and Buckeye.
6/4 & 8/4 No. 2 Common Basswood and Buckeye.

ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

WE HAVE IT

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER OF

HARDWOODS

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy

Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock — A line brings price by return mail

WRITE NOW—NOT TOMORROW

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NEW YORK OFFICE NO. 18 BROADWAY

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

Clearfield Lumber Co., Inc.

CLEARFIELD, KY.
ROWAN COUNTY

¶ Our specialty at all times is everything in **Oak Timbers, Cross** and **Switch Ties, Plain** and **Quartered Oak** in all thicknesses.

¶ Just now we are specializing in Hardwood and Softwood Crating—to widths, lengths and thicknesses as ordered.

¶ Our **Quartered White Oak** is fine in grain and beautiful in figure, and for texture cannot be duplicated.

¶ Our **Poplar, Basswood** and other hardwoods are of the best, and well manufactured.

Our motto is "Prompt Shipments"—Write us

WE start the new year with two and one-half million feet of Poplar and Oak on our yards at Cairo and Brookport, Illinois, and also have a good stock of Red and Sap Gum at our mill. Practically all of this stock is ready for immediate shipment. We will continue to specialize in thick Poplar.

While we have never claimed to carry the largest stock of plain and quartered Red Oak, our customers have learned by experience that there is none better. Our genuine forked leaf, quartered White Oak, has always given perfect satisfaction.

We would take pleasure in showing you through our yards.

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Main Office
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Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES
TAYLOR & CRATE
Buffalo, N. Y.

FIRE
INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

We Must Move Soon

25 cars 1″ 1st & 2nd Sap
Poplar, widths 6″ to 12″

LET US QUOTE YOU

Russe & Burgess, Inc.

MEMPHIS, TENN.

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
OAK FLOORING
BOX SHOOKS
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

SPECIAL OFFER

50,000′ 1¼″ 1st & 2nd Cl. Red Gum.
100,000′ 1¼″ No. 1 Common Red Gum.
100,000′ 1½″ No. 1 Common Red Gum.
20,000′ 2½″ No. 1 Common Red Gum.
50,000′ 3″ 1st & 2nd Cl. Red Gum.

ALL TWO YEARS OLD AND OLDER

Write Us for Prices on Anything in Hardwood Lumber

148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, JANUARY 10, 1912 No. 6

Editorial Comment

GENERAL MARKET CONDITIONS

As was to be expected, there has been no large movement in the sale of hardwoods during the last fortnight. However, notwithstanding the holiday period and the inclemency of weather conditions throughout a large portion of the United States, there has been a very fair volume of trading made up of small items placed in nearly all commercial centers.

Buyers are apparently awakening to the fact, through having orders turned down, that it is not possible to secure their wants from any one source, as has been the situation for a year or two past. The stocks of many producers and jobbers are very badly broken, and buyers are already obliged to do considerable scurrying to secure the totality of their wants.

Weather conditions in the lower Mississippi valley have pretty nearly caused a cessation of lumber operations for some months, and the comparatively light stocks of lumber in pile during that period have been very largely depleted. This is notably true of No. 1 common and better, in all standard woods.

Among northern hardwoods the stocks generally are lower than they have been for years, and perhaps an abstract of opinion on this subject supplied by Secretary Kellogg of the Northern Hemlock & Hardwood Manufacturers' Association, may be regarded as a basis of the entire northern situation. These comments are as follows:

> We believe that No. 3 hardwood is in better demand than for some time and still getting better.
>
> Don't like the looks of things. Mine is all sold but not delivered. Shall not log this winter.
>
> Very good particularly in regard to basswood and elm.
>
> Dry basswood and elm sold. Also have orders for 150,000 feet No. 3 birch. Plenty of inquiries for all low grades. Expect to see at least $1.00 better on culls before new cut is ready for market.
>
> Received order today cleaning up our No. 3 basswood, about three cars, at $12.50 f. o. b.
>
> Birch, good—basswood, excellent—elm, good—maple, fair.
>
> We have on hand at the present time 600,000 feet 1-inch No. 3 birch, but do not expect to have any of this stock on hand by the first of March. The balance of our No. 3 hardwood has all been sold.
>
> Birch and basswood seem to be good. Elm is only fair and the price on No. 3 maple so low as to make the outlook just at present rotten. We are holding this right up and hope for better things soon.
>
> No. 3 hardwood ought by good rights to follow low-grade hemlock and pine.
>
> Not very good at present. Basswood and birch is moving fairly well and at satisfactory prices, but we find no market at all for maple, and present prices are such that we can not afford to sell.
>
> Heavy inquiry for No. 3 hardwoods.
>
> No. 3 basswood is now worth $12.50, f. o. b. mill—No. 3 birch, $8.50—good demand.
>
> We are holding our No. 3 birch at $12.50 Chicago.
>
> Good—We have orders for more than we can furnish.
>
> Better than for several years past. Orders Nos. 2 and 3 basswood come in every mail, and the scarcity of this wood, and also low-grade pine, is bound to have a good effect on birch, elm and maple.
>
> All we have is sold. Could dispose of all birch and basswood we can saw next season, but are not making prices. Looks good to us.
>
> All our No. 4 and 5 pine sold and shipped this year, as against 100,000 feet in 1910. Also all No. 2 basswood sold as against 300,000 feet in 1910. Offers being received for No. 3 birch from $1.00 to $2.00 higher than thirty days ago.
>
> A decided shortage by the last of winter, as inquiries for No. 3 4-4 stock are numerous, and a high price finds a few takers even this early in the winter.
>
> Very good, and expect to see prices advance for all low-grade lumber.
>
> Very much better than last season.
>
> Not very bright at the present time.
>
> Fair—except No. 3 maple.
>
> More encouraging than for several months.
>
> Fair—inquiries are numerous, but prices slow in advancing.
>
> Everything we have is sold. Have no No. 3 hardwood for sale. Price fully $1.00 better than thirty days ago, and indications are for a further advance.

Beyond question, no marked replenishment of stock in shipping condition is possible until early next summer, and the comparative

JAN 20 1912

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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

paucity of profits resulting to the hardwood manufacturers during the last two years is making operators very chary about increasing output. It is likely there will be a diminution rather than an increase in hardwood production for the year to come.

It is equally manifest that the shortage in many standard items at the present time will surely cause an advance in prices, based on supply and demand alone, on nearly every item of No. 1 common and better lumber.

Hardwood manufacturers and the hardwood trade generally have their stock and marketing situation very much better in hand than the Pacific coast, yellow pine and other softwood operators. although there is no great apparent surplus of stock even in softwoods.

In some special items of both hard and soft woods, there has been a marked increase in price during the last thirty or forty days, and there is no evidence of a possibility of lowering prices.

On the whole, the general lumber situation looks mighty well from a producer's viewpoint, and lumber of nearly every kind is surely a good purchase at the present time.

Forthcoming Lumber Association Meetings

The Nashville Lumbermen's Club will have its annual meeting and a dinner to sundry guests on Tuesday evening, January 16.

The Indiana Hardwood Lumbermen's Association will hold its annual meeting at Evansville on Thursday, January 18. This is the annual home-coming of every loyal Indiana hardwood man, and will doubtless be well attended.

The National Lumber Exporters' Association will hold its annual meeting at Washington, D. C., Thursday and Friday, January 25 and 26.

The Hardwood Manufacturers' Association of the United States will hold its annual meeting at the Sinton hotel, Cincinnati, O., on Tuesday and Wednesday, January 30 and 31. Secretary Doster promises a program that will make every hardwood lumberman "sit up and take notice."

The Yellow Pine Manufacturers' Association will hold its annual meeting at New Orleans on Tuesday, Wednesday and Thursday, February 6-8.

The annual meeting of the Lumber Sales Managers' Association will be held at the Auditorium hotel, Chicago, on Thursday and Friday, February 15 and 16. Secretary Klann and the committee having the program in charge promise a function that no lumber sales manager can afford to miss.

The National Wholesale Lumber Dealers' Association will hold its annual meeting in March, at Louisville, Ky. The Louisville Hardwood Club will be host.

Decline in Railway Building

Railway statistics for 1911 covering the United States, Canada and Mexico indicate a marked and almost unprecedented decrease in railway improvements as compared with recent years.

The report shows that only 3,066 miles of new railroad were built in forty-three states, compared with 4,121 miles during 1910. This was less than for any year since 1897, when only 2,109 miles were built.

The largest amount of mileage built in one state during the year was in Texas, where 413 miles of new line were constructed.

In the totals for cars and locomotives ordered, the record indicates retrenchment.

New equipment ordered during the year as compared with 1910 is as follows:

	1911	1910
Freight cars	133,117	141,204
Passenger cars	2,623	3,881
Locomotives	2,850	3,787

The number of cars actually built during the year shows the following:

	1911.	1910.
Freight cars	70,931	180,945
Passenger cars	1,246	1,412
Locomotives	3,530	4,755

Only five roads went into the hands of receivers during 1911, and, exclusive of the Wabash, involved only ninety-one miles. However, the Wabash receivership brought the total mileage up to 2,606 miles, and the total funded debt of roads going into the hands of receivers up to $116,351,496.

Undeniably the halt in railway development has been largely due to business conditions in general. Those who are reluctant to admit that the special conditions which have been affecting the transportation business for the past years have anything to do with the present situation, naturally attribute it entirely to general business conditions. The state of public opinion regarding railways and the sort of regulation they have been subjected to at the hands of state legislatures and Congress, and of state and interstate commissions, has not tended to stimulate railway development.

The majority of prominent railway officers think that business in general is likely to be somewhat better in 1912. Towards the close of last year several roads placed large orders for equipment. These orders will keep the car and locomotive builders busy well into the calendar year, and that in itself is apt to stimulate general business, as well as that of the railways.

Plan of the National Monetary Commission

In 1908 Congress created a National Monetary Commission to collect data and make recommendations for a reform of national banking and currency systems. The commission consisted of members of the United States Senate and House of Representatives. The chairman of the commission is Nelson W. Aldrich, who at the time of his appointment was a senator from Rhode Island. The vice-chairman is Edward B. Vreeland, ex-representative from New York, and the author of the well-known Vreeland bill. The other members are Secretary of State Knox; ex-Senator Burrows of Michigan; ex-Senator Hale of Maine; ex-Senator Teller of Colorado; ex-Senator Money of Mississippi; ex-Senator Flint of California; ex-Senator Taliaferro of Florida; Senator Burton of Ohio, and Senator Bailey of Texas. From the House of Representatives the commission has Messrs. Weeks of Massachusetts; Bonynge of Colorado; Padgett of Tennessee; Burgess of Texas; Pujo of Louisiana, and Prince of Illinois.

The commission is thus a distinctly Congressional affair. It engaged in a careful study of the various monetary systems of this country and Europe, and has had the assistance of Dr. A. Piatt Andrew, assistant secretary of the Treasury.

Perhaps the average business man is less familiar with both the theory and practice surrounding the national banking and currency system than almost any other feature of commercial affairs. The subject is a very important one and is worthy of careful study and analysis by every lumberman. The plan proposed by the National Monetary Commission should be carefully reviewed.

On the face of the report, it looks as though it might solve many of the perplexing problems of monetary affairs, and be the means of future avoidance of disastrous panics. On the other hand, there is an open suspicion in the minds of the majority of the public against any scheme of which ex-Senator Aldrich is at the head. The public has had its lesson from Mr. Aldrich's legislative and financial plans in the past, and no matter how well-balanced and excellent this monetary plan may be, before it is enacted into a law, the average business man will want to know that it is in no wise a political scheme, or that the country's finances are going to be dominated by Wall street.

The general text of the report has been published in the leading daily newspapers of the country during the last few days, and should be carefully read.

Why the public should be interested in the report; what the chief defects of the present system are; in what way the new plan proposes to remove these defects; and the probable result of the scheme if put into operation, is the subject of an important paper by Edwin R. A. Seligman, LL.D., McVickar professor of political economy at Columbia University, published in The Outlook in its December 30 issue. Its perusal is most heartily recommended by HARDWOOD RECORD.

In the same issue of The Outlook, editorially, there is a little

catechism on money printed, which is reproduced below, because of its pertinence:

What is money?

Money is a convenient token of exchange which has been invented by civilized man to facilitate commerce.

What is commerce?

Commerce is the exchange of life's commodities and necessities and of labor by individuals with individuals, communities with communities, and natons with nations.

What are the things which are exchanged in modern commerce?

The six essential things which are bought and sold, as we say, in modern commerce are food, water, clothing, shelter from inclemency of weather and climate, human intelligence or skill, and human strength or labor.

What is the use of money?

Money is of use only as it enables a man to exchange his labor or his intelligence for food, raiment, and shelter, or to exchange the food, raiment, or shelter which he has stored up and saved for the labor and intelligence of others, or to exchange his commodities for the commodities of others.

To perform this use properly, what qualities must money possess?

It must possess, first, the quality of being universally recognized as a good token of exchange, that is to say, a promise, which will not be repudiated, to pay some of the above-mentioned essentials of commerce; and, second, the quality of being as stable a standard of measure as possible.

Must money possess what is called intrinsic value?

Not necessarily. A piece of money is a token of a promise to pay useful commodities, useful labor, or useful skill. It is the *promise* to pay which must possess intrinsic value, not the token. The only service which "intrinsic value" in the piece of money itself can render is that sometimes it makes the promise to pay more universally recognized, and thus more binding.

Were the "greenbackers" of thirty years ago right, then, in their contention that the most scientific money is paper money?

Philosophically, yes; practically, no, because they could not, or did not, devise means to make the paper money token universally recognizable and reasonably stable as a measure of value.

What do you mean by "measure of value" as applied to money?

The measuring quality of money is the quality which enables men to determine, in commerce, how many loaves of bread one will give for a pair of shoes, or how many hours of labor one will give to a dentist for pulling a tooth. All commodities fluctuate in value in accordance with the needs or the desires of men, or with the variation in the action of forces of nature. A favorable season produces a great wheat crop, and the price of bread goes down; a coal strike comes, and the price of coal goes up. The dollar as a measure of value must therefore be based upon the commodity which fluctuates the least. In modern times gold is this commodity, and for this reason the most highly civilized nations use gold as the measure of the value of money. But gold itself constitutes only a fraction of the money used in the world, and its chief usefulness as money is because it is a measure and not because it makes surer the promise to pay.

Are the words currency and money interchangeable?

For all practical purposes, yes. The money tokens used in the United States consist of gold, silver, copper, and nickel coins; of national bank notes; of "greenbacks" or United States government notes; and of all checks and negotiable personal notes. In a system of finance that works properly all these tokens are interchangeable, and are therefore all practically money; and all money that is current is currency.

Is there any other quality of money, or of currency that represents money in practical life, which has not been mentioned above?

Yes. Perhaps the most important quality of commercial money, the money which serves as a token of buying and selling, is that it should not only be stable in character or in its measure value, but that it should fluctuate in its volume. When all the farmers of the country are selling their wheat, they must receive money tokens which will enable them the next spring to obtain new seed and fertilizer. It is manifest that in an agricultural country like the United States there will be a great quantity of money tokens needed in the fall and spring, when there are great numbers of commercial transactions taking place, and a less quantity of money tokens needed in midwinter and midsummer.

Why do we not, then, put our money away in drawers and safes in the winter and summer, and simply take it out when it is needed in the fall and spring?

Because idle money brings in no returns, while money which is at work increases itself. Under the present national banking system, through which the greatest part of our current money is supplied to the people, the banks, as a guarantee of their good faith have to pay the government for the right of issuing the currency. As they have to pay by the year, whether or not they use their currency in commercial loans to farmers and merchants, the natural tendency is to make speculative and undesirable loans at times when the legitimate commerce of the country does not need the money. This speculative use of money is one of the chief causes of financial panics.

How large can the volume of paper currency safely be made?

We can safely have in circulation at any one time paper currency equal in amount to the volume of the legitimate commecial transactions of the time. A promise to pay is said to be "as good as gold" when we know that the man who makes the promise is both determined and able to keep it. A paper dollar (which is simply a promise to pay) is "as good as gold" when the bank that issues it is determined and able (or is compelled and enabled by the government) to pay it. The volume of paper dollars issued by a bank should be governed by two factors: first, the legitimate need of the merchants, farmers, and business men of the community for these paper dollars, and, second, the ability of the bank to make them worth a dollar in commodities or in labor.

Can the plan of the Monetary Commission be defined in a few words?

Briefly, the plan is to provide machinery by which a national bank can at any given time provide the community in which it does business with the currency or money which that community legitimately needs, coupled with a system of government supervision so effective that the bank will be enabled to keep its promise to make the paper dollars good when presented for payment.

Is the plan of the Monetary Commission designed for the benefit of bankers?

Its chief and fundamental effect will be to benefit the farmers, merchants, and manufacturers, and so, of course, the consumers and householders, of the country. It will give more liberty and efficiency to the smaller banks, and less despotic power to the large banks of the great financial centers. The great banks of Wall street are supporting it, however, because they know that the prosperity of the individual banker depends upon the general prosperity. Merchants and farmers and householders ought to support it for the same reason.

UNSOLICITED TESTIMONIAL

The Jackson Lumber Co.

Manufacturers of

Lumber

Jackson, Tenn., Dec. 13, 1911.

Gentlemen:

At the time we made the contract for the page we have been using in Hardwood Record, it was explained to you that we would probably only want to use this sized space until we secured a trade introduction. Thanks to your good journal we have achieved the desired results, and replies have not only been from all sections of the United States, but from England and Germany as well.

Between the high quality of your advertising service and the high quality of our lumber, we closed the year with a smaller stock than usual.

JACKSON LUMBER CO.,

G. O. Worland, Manager.

Changes in Lumber Requirements

HARDWOOD RECORD'S lumber advertisers, who are familiar with its Information Service, involving a list of the wholesale manufacturing consumers throughout the United States and Canada, and reciting their annual specific requirements in lumber, dimension stock, veneers and panels, know that in addition to the regularly issued bulletins involving additions and corrections during the year, a general campaign is instituted at the first of each year to correct the information up-to-date for the following year.

Just at this time there is being handled in this office an average of a thousand letters a day covering corrections to this information. These involve changes in name of house, name of buyers, and change in lists of requirements. In all HARDWOOD RECORD'S past experience in handling this service, there never has been a modicum of the changes in requirements that is manifested by the corrected proof sheets being returned by these thousands of lumber buyers. Many changes in requirements are almost unexplainable, as in the case of two corresponding factories in the same town, one man cancels his cottonwood requirements and substitutes poplar, and his neighbor cancels poplar and substitutes cottonwood. In a general way, however, there seems to be a manifest increase in the prospective demand for sap gum and soft maple, with a moderate increase in requisitions for red gum, red birch, hard maple, cottonwood, gray elm and bass-

wood. Oak in both quartered and plain-sawed, and in both red and white, remains about stationary. It was expected that these changes would involve a largely increased call for tupelo gum, but up to date this is not manifest.

Owing to the number of these changes, it will require essentially a reprinting of the entire Bulletin Information Service, and hence it may be February 1 before the complete information is placed in the hands of advertising clients.

It has been deemed advisable at this time to deliver to its veneer and panel advertisers, a separate roster showing the annual requirements of veneers and panels by the wholesale manufacturing trade, and while this information in a general way will still be continued in the lumber information service, it will also go out separately to veneer advertising patrons.

It is doubtful if HARDWOOD RECORD advertisers realize the time and cost involved in keeping this service up to the very minute, but this publication has undertaken to do this work and do it justly, and therefore it will be slighted in no particular. Clients can depend on a continuation of the service in its best possible form, since without constant and alert attention in keeping it up-to-date, it is practically valueless.

The Foremost Forest Conservationist

If "our distinguished fellow-citizen," J. Pierpont Morgan, succeeds in a continuance of his present campaign in substituting steel and concrete to the extinction of wood in general building construction, railroad cars, bridges, automobile bodies, furniture and for an infinity of other purposes, his name will probably go down in American history as the foremost American forest conservationist.

The forest conservation sharps of the country should take heed and properly recognize the magnificent work that Mr. Morgan and his pals are accomplishing toward the retention and preservation of American forests. It is suggested that the "real and proper thing" to do just now is to raise a substantial fund by popular subscription among lumbermen and secure the services of an eminent sculptor to chisel a marble statute of this friend of the forest, and give it a proper setting at Washington—preferably on the front steps of the capitol.

Inroads of Competitive Materials

Every day brings new evidence of the incursion of substitute materials in lieu of wood. HARDWOOD RECORD does not want to be considered as an obstructionist to progress in any particular, and it wishes to declare frankly that in any case where any substitute material for wood is proving superior to lumber, it will cease any warfare against the substitution, but will honestly assist the manufacturers of these materials to their further use. The wheels of progress cannot be hampered, but when the steel trust and the cement trust foist their products onto manufacturers and the public for uses where wood is demonstrably the superior, this publication will fight the inroads of these materials to the best of its ability.

Unfortunately, the public is pretty easily deceived by means of specious exploitation. It has been deceived in the value of steel for both passenger and freight car construction. It has been deceived in the value of steel for automobile body construction. It is being deceived in the value of steel for furniture, office fixtures, doors, interior finish and for many other purposes.

Wood has its weaknesses—so has steel, but they lie in different directions. Wood when exposed to atmospheric conditions, and notably to alternate dryness and dampness, will decay. In contradistinction, steel will rust, will corrode, will crystalize and will disintegrate. The open hearth steel, rich in carbon, now so cheaply produced will not stand the test of steel made under older and better methods of manufacture, and for many purposes is frailty itself. The buncombe that has been put forth in the advocacy of steel for many uses in substituting wood is both specious and untruthful.

The public gets confused between the terms "fireproof," "fire resisting" and "non-inflammable." Steel is not inflammable, while disintegrated wood is. Thin sheets of steel are not fire-resisting, while wood properly placed in a building is. Steel of itself is not fireproof, neither is wood. A thin sheet-steel filing cabinet will not resist fire or heat as well as a well-constructed wooden cabinet. A wooden automobile body will withstand the ravages of time for years after the steel body is a mass of rust. Steel, reinforced concrete structures are still experimental, but every engineer knows that the reinforcement rusts and disintegrates very quickly. The permanency of this type of construction is entirely unknown, but it surely is experimental. Such is not the case with well-constructed wooden buildings.

At an early date HARDWOOD RECORD will publish a series of illustrated articles showing the frailty and weaknesses of steel furniture, doors, and interior finish as compared with wood construction, and a similar series involving the comparatively worthless character of metal automobile bodies as compared with wooden ones.

Remarkable Piece of Timber

John C. Spry, the well-known timber operator in the Corn Exchange Bank building, Chicago, has recently had a cruise made of a tract of 569 acres of oak timber that he owns in Saline county, Arkansas. The report shows the diameter of the trees at stump line; the number of trees of each diameter; the scale per tree and the total scale of the white oak and red oak timber. The analysis follows:

Dia.	Trees.	Ft. per Tree.	Total
	WHITE OAK		
14″	202	83	16,766
16″	547	135	73,845
18″	698	205	143,090
20″	380	275	104,500
22″	360	401	144,360
24″	671	462	310,002
26″	443	658	291,494
28″	586	792	464,112
30″	551	940	517,940
32″	584	1,083	632,472
34″	412	1,238	510,056
36″	294	1,400	411,600
38″	230	1,970	453,100
40″	144	2,350	338,400
42″	53	2,585	137,005
44″	87	2,734	237,858
46″	3	2,884	8,652
48″	109	2,149	234,241
50″	20	3,380	67,600
52″	12	3,535	42,540
54″	19	3,715	70,585
56″	10	4,085	40,850
			5,251,068
	RED OAK		
14″	190	83	15,770
16″	500	136	67,500
18″	522	205	107,010
20″	308	275	84,700
22″	245	401	98,245
24″	273	462	126,126
26″	145	658	95,410
28″	204	792	161,568
30″	104	940	97,760
32″	53	1,080	57,240
34″	28	1,238	34,664
36″	40	1,400	56,000
38″	21	1,970	41,370
40″	10	2,350	23,500
42″	7	2,585	18,095
44″	7	2,734	19,138
48″	9	3,149	25,192
50″	7	3,380	23,660
54″	4	3,715	14,860
56″	1	4,085	4,085
			1,171,893

In addition to the oak on the tract, it contains 1,744,139 feet of gum, 681,000 feet of hickory, 60,000 feet of elm, 100,000 feet of ash, a total of 9,038,100 feet on the 569 acres, or nearly 16,000 feet to the acre.

In density of stumpage growth, this little tract of timber has the heaviest stand that has ever been encountered in any hardwood growing district, so far as the editor of HARDWOOD RECORD knows. The cruisers report that the quality of the timber is very superior.

Architectural Exhibition

Architecture of the world is promised in drawings and models at the second annual Architecture and Engineering Exhibition to be held at the Seventy-first Regiment Armory, Park avenue and Thirty fourth street, New York City, from March 25 to 30. Models will be shown of buildings in Japan, China, Africa and India, and leading architects have been invited to contribute models of prominent buildings contemplated or in course of construction in this country.

Comprehensive exhibits of building supplies and materials will also be made, particular attention being devoted to the fire waste and its reduction.

Pert, Pertinent and Impertinent

Taking Stock

Just stand aside and watch yourself go by;
Think of yourself as he, instead of I.
Interpret all your motives just as though
You looked on one whose aims you did not know.
Let undisguised contempt surge through you when
You see you shirk, O commonest of men.

Despite your cowardice, condemn whatever
You note of falseness in you anywhere.
Defend not one defect that shames your eye—
Just stand aside and see yourself go by.

And then, with eyes unveiled to what you loathe,
To sins that with "sweet charity" you'd clothe,
Back to yourself—walled tenement you'll go
With tolerance to all who dwell below.

The faults of others then will dwarf and shrink,
Love's chain grow stronger by one mighty link;
When you with he as substitute for I,
Have stood aside and watched yourself go by.

There is no defeat except from within. There is really no unsurmountable barrier save your own inherent weakness of purpose. *R. W. Emerson*

A NEW PROPRIETOR



May he conduct a "First-class Place"

Builders of Lumber History

NUMBER CVII.

WALTER E. HEYSER

(See Portrait Supplement.)

Walter E. Heyser of Cincinnati, O., the subject of this sketch, is a lumberman both by inheritance and training. He was born in Jackson, Mich., in 1876, at which time his grandfather, Silas Heyser, and his father, Winfield C. Heyser, were conducting a wholesale and retail white pine business. His grandfather was one of the pioneer lumbermen of the Wolverine state.

At the age of ten years Mr. Heyser moved with his father to Chattanooga, Tenn., where the elder Heyser erected a sawmill and engaged in the manufacture of poplar from logs driven out of the Little Tennessee, a tributary of the Tennessee river.

Mr. Heyser abandoned his school training at the age of seventeen and started out for himself to learn all the ins and outs of the lumber business from the stump up. The first position he held was in a logging camp in the Great Smoky mountains in Tennessee, near the North Carolina line. After a year and a half there, where he eventually became foreman of the logging camp, he went out to the foot of the mountains at Tellico Plains, Tenn., where he spent some time in yard work, and learned inspection and the full details of the lumber end of the business. From Tellico Plains he returned to Jackson, and took charge of the retail yard of S. Heyser & Son. Two years later he entered into the wholesale and retail business with A. M. Walker, at Jackson, under the firm name of Heyser-Walker Company, where a profitable business was maintained. It was at this period of his life that he in any way became interested in politics, and at the age of twenty-six years was appointed police commissioner of the city of Jackson, which position he held for two years.

He sold out his interest in the Heyser-Walker Company for the purpose of entering exclusively into the wholesale end of the trade. He associated himself with the T. B. Stone Lumber Company, Cincinnati, O., as a salesman, and after three years purchased an interest and conducted the firm of Stone & Heyser at Memphis for two years thereafter. During this connection he was vice-president and treasurer of the concern. A few years ago he sold out his interest in Stone & Heyser to the T. B. Stone Lumber Company, and with J. H. P. Smith purchased all the stock of the Hardwood Lumber Company, which was then located at Ashland, Ky. Of this concern Mr. Heyser became vice-president and treasurer, and the business was removed to Cincinnati.

The Hardwood Lumber Company achieved a good deal of distinction and made a considerable amount of money by specializing in the lumber end of the business of various automobile companies. The company shortly became by far the largest buying concern ever known in lumber history for any exclusive line utilizing hardwoods, and at one time practically cornered the market on wide No. 1 and panel poplar. The profits of the house for one year during this period constituted quite a handsome fortune.

In November, 1910, Mr. Heyser sold his stock in the Hardwood Lumber Company and organized the W. E. Heyser Lumber Company of Cincinnati, of which company he is president and seventy-five per cent owner. Associated with him in this enterprise is Ben Bramlage, the well-known banker of Cincinnati and Covington, as vice-president and treasurer, and W. C. Thompson as secretary. Mr. Heyser and his associates at that time purchased seven acres of well-located land, lying alongside both the Cincinnati, Hamilton & Dayton, and the Big Four railroads at Winton Place, a Cincinnati suburb, on which has been erected a handsome office building, and the entire acreage laid out substantially for a modern grouping and distributing lumber yard. Here the main office of the company is located. It also maintains a branch office at Memphis, which is conducted as a purchasing department for lower Mississippi valley hardwoods. This branch is in charge of [illegible], one of the stockholders of the company.

The W. E. Heyser Lumber Company has already built up a large and profitable business. In fact, its first year has shown a phenomenal growth for a new concern, and especially so considering that the year was not a very good one for even veteran houses, but the W. E. Heyser Lumber Company has the reputation of having made money from its very start.

At its yard at Winton Place it carries one of the largest and best assorted stocks of hardwoods in Cincinnati. It operates a sawmill in the South, at which it is manufacturing about 35,000 feet of lumber per day. It also has several large contracts for mill cuts. At this time it is carrying a stock of nearly 10,000,000 feet of all varieties of hardwoods.

Mr. Heyser was married in Detroit eight years ago and has one son, a boy six and a half years old. He and his family occupy a handsome home in the exclusive residence district of Cincinnati. Mr. Heyser is of a very social disposition, but does not devote much time to social "stunts," for as he says he is too busy and too much interested in his work to give up much time for pleasures of this sort. About the only recreation in which he indulges is driving an automobile, which he employs more for business than for pleasure. However, he is a member of the Cincinnati Business Men's Club, and takes an active interest in this organization.

Mr. Heyser has the reputation of being a very astute lumber buyer, but at the same time perhaps his reputation is chiefly based on his exceptionally pleasing address, his ability to make friends, and his surpassing attainments as a scientific lumber salesman. He is remarkably popular with a host of wholesale hardwood manufacturing consumers over a very wide range of territory, and has achieved for himself and his company not only a large and profitable business in the United States, but his Canadian trade is probably larger than that of any other manufacturing or jobbing concern in the country. He has also obtained a reputation for clean business methods that has assisted him in no immaterial way to the attainments of the success he has had in lumber pursuits. While Mr. Heyser has already had a very wide experience and notable success in most every detail of lumber affairs, he is still a young man and undeniably has a big future before him.

It is therefore gratifying to HARDWOOD RECORD to have the pleasure of presenting his counterfeit presentment as its supplement in this issue in its series of Builders of Lumber History.

The Furniture Situation

The furniture manufacturing situation is a subject rather difficult to analyze at the present time. Manufacturers have had a very good demand for several months in supplying goods for the holiday season, and as a consequence have generally been fairly busy.

Furniture producers are distinctly optimistic, and have made preliminary plans in the way of the production of new furniture designs for exhibition at the forthcoming expositions at Chicago and Grand Rapids, and have sanguine hopes that these shows will develop a handsome array of orders. However, the business results of the expositions are still entirely conjectural.

"The trend in the new leading sample lines discloses a tendency toward the reproduction of classic English patterns. Straight line designs seem largely represented in such assortments as have been scrutinized up-to-date."

The foregoing statement is made by the American Furniture Manufacturer. This publication does not venture to express an opinion either on the present status of trade or its immediate prospects, but it believes that the tangible improvement in many lines of trade will show a reflection in the furniture business.



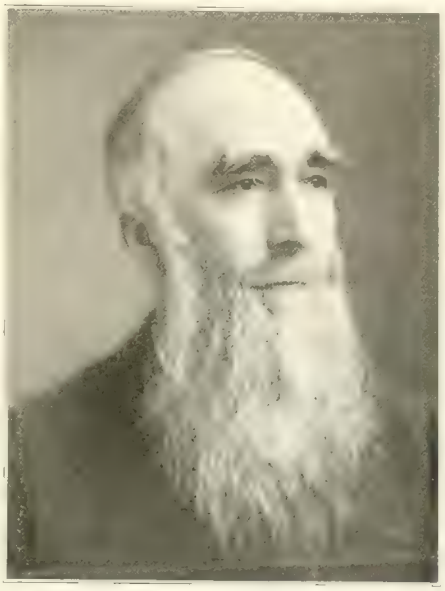
WALTER E. HEYSER

CINCINNATI O

History of Quarter-Sawed Oak

It is probable that the present generation of hardwood lumbermen, and even exclusive oak producers, scarcely realize that the quarter-sawing of oak, to form a specific lumber product, is of comparatively recent origin. For some years it has been a disputed question who was the pioneer in quarter-sawed oak manufacture. HARDWOOD RECORD has taken considerable pains to gain definite information on this subject, and it is only recently that it has secured evidence that practically constitutes proof of the origin of quarter-sawed oak manufacture, which for some years has constituted such an important element in oak production.

In 1871 there resided in the city of Boston a Mr. Thayer, an Englishman, who rumor says drank himself to death, but he was one of the best and most brilliant architects of his time. About this time he drew the plans and made the specifications for the building of the city hall of Providence, R. I., which still stands as a monument to his talents as a designer of public buildings. The question of the proper finish for this building coming up, Mr. Thayer suggested that recently in England some oak logs, both of domestic and Austrian growth, had been sawed into lumber on the quarter, and that the result was very pleasing, and he believed that American oak would lend itself to sawing in this fashion, with good results. Specimens of the English product were obtained, and it was decided to have oak lumber manufactured in this way, with which to finish the building. The firm of Morgan & Chesley of Providence, now out of existence, received the contract to supply the interior finish, and they transferred their order to J. L. Slocum & Son, wholesale lumber merchants of Providence, who were to secure for them oak lumber sawed in this fashion.



JACOB L. RUMBARGER
The First Man to Manufacture Quarter Sawed Oak in the United States.

E. E. Slocum of J. L. Slocum & Son, interested Jacob L. Rumbarger in producing this lumber for him. At this time Mr. Rumbarger operated a small circular sawmill on Beanblossom Creek, near Gosport, in Monroe county, Indiana.

Lawson Hancock of Gosport, Ind., who is still living, and who in those days was a cattle driver in the winter time, assisted in bringing the oak logs down Beanblossom creek, and in the summer worked in the Rumbarger mill, trucking out lumber and sorting it. He recalls very distinctly the date of the first production of oak lumber by quarter-sawing.

James M. Jones was the head sawyer in the mill. John Davis, who still lives near Gosport, Ind., remembers one particularly large oak tree that he sold Jacob L. Rumbarger, which formed part of the timber that was sawed for the original Providence quarter-sawed shipment. One plank from this particular tree was exhibited at the Centennial Exposition in Philadelphia in 1876.

B. F. Davis, who is also still living, remembers the initial sawing of quarter-sawed oak in this section of Indiana, and says that he was the inspector at the Rumbarger mill at that time, and tallied every board of the shipment.

The original deal made by Jacob L. Rumbarger for the quarter-sawed oak was based on the methods prevailing at this day, i. e., he sold J. L. Slocum & Son one car-load of the lumber as a sample, subject to an order for what they required. After the initial car arrived, he sold them a large quantity of this stock, and shipped it to them during the year 1873 running along into 1874. Great care was taken to secure the best white oak trees among the magnificent growth of that region, and great pains were exercised in sawing the lumber accurately. E. E. Slocum, the buyer of the stock, was an authority on finishing woods at that time, and during his business career in Providence often pointed out the finish in the city hall as the first quarter-sawed oak finish ever employed in any building in the United States. It was years afterwards that quarter-sawed oak was used in furniture manufacture.

Undeniably Jacob L. Rumbarger was the pioneer producer of quarter-sawed oak in the United States, and sawing it at his little Beanblossom plant in Monroe county has since 1872 grown to constitute an important element in oak production, and for this method of oak sawing is obtained the highest price ever secured for oak lumber.

Incidentally, a few years ago the writer of this article discussed the history of the early manufacture of quarter-sawed oak with the late Henry Maley, of Edinburg, Ind., who later made many millions of feet of it. Mr. Maley was not at all certain as to the history of the inception of its manufacture, but stated that he commenced manufacturing quarter-sawed oak in 1880.

Incidentally, Jacob L. Rumbarger, the veteran Indiana oak manufacturer, who retired from business some years ago, is now a resident of Philadelphia, and on January 18 next will celebrate his seventy-sixth birthday. He is still hale and hearty, and loves to recount his reminiscences of early days of logging and lumbering in Indiana.

Mahogany and the Sawmill

Inquiry among furniture manufacturers during the past season has developed a pretty general verdict that there is more call for solid mahogany in furniture now than formerly. The verdict on the tendency of the trade to use more sawed mahogany has received quite a striking support lately from an advance bulletin on the manufacture of veneers during 1910. This report shows 8,773,000 feet of mahogany cut into veneers during 1910 as compared with 16,067,000 in 1909. This is about half the product cut in 1909 and cannot be laid entirely to the fact that production was excessive in 1909 which resulted in a lesser call for veneer cutting in 1910, or that there was less mahogany used in 1910.

The mahogany trade in this country is steady and constantly growing in volume. It fluctuates a little from year to year and although the government statistical experts sometimes do not get a record of the trade, still it may be taken for granted that the veneer statistics in 1910 were as complete as those in 1909. In fact, there were more concerns reporting and a larger total quantity of veneer manufactured, but great falling off was in mahogany. This naturally leads to the conclusion that for the time being at least mahogany lumber, the use of mahogany in the solid, is in high favor among the cabinet trade. How long it may continue this way is another question. Right here might also be asked how much of the veneer trade might have been saved and may be regained by more attention to sawing mahogany veneer instead of slicing or cutting so much of it.

While cut veneer is an excellent product, there is no question in the minds of those who really know about the superiority of the sawed product. It costs more money and some follow the theory that the difference in cost outweighs the gain in quality. However this may be, there is a fair gambling chance that if more of the fine mahogany veneer were sawed the product would have a better standing in the cabinet world and would command a bigger place in the trade in competition with solid lumber.

J. C. T.



ENGINE BURIED IN STEEL SLEEPING CAR.

This illustration shows the engine of the second section of the St. Paul train buried in the rear sleeper of the first section of the Columbian flyer, as a result of the collision at Odessa, Minn., December 18.



ANOTHER VIEW OF FATAL WRECK AT ODESSA.

This picture shows how the force of the locomotive on the rear sleeper drove the sleeping car into the diner. All but one of the eleven persons to lose their lives were asleep in the berths of the sleeping car.

Steel vs. Wooden Railroad Cars

NON-TELESCOPING STEEL CARS (?)

In last issue of HARDWOOD RECORD was recounted the terrible and fatal collision of two sections of the steel car Columbian flyer of the Chicago, Milwaukee & St. Paul Railroad, at Odessa, Minn., on December 18. The illustrations accompanying this article will graphically show not only the serious character of this wreck, but the total rout of the much touted theory that steel cars were non-collapsible, and would resist telescoping in an accident of this character.

A newspaper dispatch from Minneapolis, dated December 26, states that this "was one of the first tests of the new steel construction cars in a collision, and the verdict of the railroad world is likely to be that the steel car is of doubtful value to say the least. Serious flaws were found in the steel construction of the sleeping car, in which nearly all the deaths occurred, and though it ploughed into the dining car like a battering ram, it buckled and went to pieces badly.

"'The flaws in the steel,' said Commissioner C. F. Staples, after the inspection, 'were of such a nature that it was easily possible they should escape the notice of the builders, but were most serious, and made the wreck much worse than it otherwise would have been.' Commissioner C. E. Elmquist said that the term 'steel cars' applied to some kinds of construction is a misnomer. The commission's expert is making a thorough inquiry and will report on the wreck later."

The previous side-swiping and derailment wrecks, in which steel cars have played a prominent part, have proven beyond peradventure that steel cars afford no protection to their passengers that was not afforded by the wooden cars on reinforced under-work and steel frame-work. Not a single logical argument has yet been presented in favor of steel car construction by either railroad car engineers or by the traffic or traveling public, and there is unsurmountable evidence not only on the frailty of steel cars, but of their dangerous character to both life and health, to say nothing of the extravagance of construction and haulage.

The entire steel car enterprise is a steel trust game looking to increased utilization of its material in any and every place that it can be marketed. The faulty and defective steel employed and [illegible] by the steel people for the building of cars is another [illegible] of the iniquitous character of steel trust methods.

PULLMAN CAR COMPANY ADVERTISING

Under the heading, "The Making of a Moving Steel Palace," there was published in the Chicago Record Herald, January 1, a full page advertisement, herewith reproduced, which was probably paid for by the Pullman Car Company, as follows:

What a piece of work is man! No sooner had he discovered that he wasn't crawling on a flat earth like a fly on a griddle, but was being whirled through space on a giant projectile which revolved about its own axis almost as fast as it hurtled through the ether, than he set himself to emulate the speed of the celestial spheres themselves. And he hasn't made a bad showing either. No longer is he content to travel in state on the back of a crocodile or lumber through the slime of jungles on the shoulders of an elephant. He's succeeded in considerably accelerating his pace since the stone age.

The whole history of civilization may be said to be resumed in the story of man's conquest of the science of locomotion—not that we intend to go into that here. Man now luxuriates in eighteen-hour trains and five-day boats and looks impatiently forward to that blessed day when he shall be able to propel himself backward round the globe with sufficient speed to keep the sun always over his head. Which is all very well!

Speed is an excellent thing, no doubt; we can scarcely get too much of it above all in America, where we get more of it than is easily to become by elsewhere. But there is a limit to the desirability of speed. This limit is fixed and irremovable. We desire (even in America) only so much speed as is consistent with safety.

Very well, but if we can't remove this limit, we have hit upon a way of doing nearly the same thing. We can keep pushing the limit farther and farther down the avenue of progress by the simple expedient of improving our mechanical appliances for manufacturing speed, by eliminating weaknesses, by substituting better materials for poorer.

That is just what we have been doing all along. The progress of the science of locomotion—which is also, mind you, the progress of civilization—is neatly and completely summed up in that little formula. From its application has sprung the miracle of the eighteen-hour train and the five-day boat and all the other devices for obliterating distance and increasing the brotherhood of man. If a man has the sermonizing habit (and who hasn't it a little?) it's hard to check his eloquence when he gets started on this subject of speed. But the best and most welcome sermons are facts. Let us see.

The builders of eighteen-hour trains are fact-men, not sermonizers. Perhaps they have their by-days when they, too, dream a little; but most of their time is better employed.

Three-fourths of their time, say, is occupied in building in keeping up with the present, the other one-fourth in nicely balancing speed against safety—in shaping the future. 'Tis a problem fit to give a man a headache.

The visible result of those headaches confronts us every time we stroll into a train shed and glance down the long lines of linked carriages. Each link in the chain, or if you prefer to drop the metaphor, each coach on the train is a model of compactness, or suitability, of convenience, of strength, of luxury. It represents the nicest adjustment of our two primary requirements of safety and speed yet worked out.

There was a time, not so long ago, when it seemed as if man had pushed his irremovable limit about as far as it would go. His locomotives had become larger and more powerful; his rails heavier; his speed ever

faster. The burden of increased traffic was throwing too terrific a strain on the materials which went into his cars—especially his freight cars. A halt seemed to be indicated.

Then the men whose business it is to court headaches in solving transportation problems set themselves to work in the car building shops, bent on devising some way of cuffing and kicking the irremovable limit farther down the avenue. They hit upon a new idea. Why not substitute steel for wood in the manufacture of cars?

Such a plan would involve the installation of costly additions to existing plants, would practically revolutionize the business of car construction. But they decided the experiment was worth making. It was made. The steel car proved successful in operation, and car builders set about making over their vast plants to meet new conditions.

It was an undertaking of really herculean proportions. But when have American business leaders hesitated to undertake a project merely because it involved much thought and millions of money? The far-sighted builders saw that the first steel car had wrought a revolution in car construction really comparable to the revolution in naval construction brought about by the "Monitor." Steel had been pitted against wood, and steel had shown its immense superiority.

The Pullman Company, already the greatest car manufacturing corporation in the world, saw that the steel car had come to stay. It began to prepare itself for the new task of building steel cars—freight cars first and afterward sleeping and passenger and baggage and mail coaches.

It secured the services of the foremost steel constructors obtainable. It caused new shops to be erected at the Pullman works and added to its equipment all the most modern steel working machinery.

The Pullman standard car has always been acknowledged to be the highest type of passenger car constructed. The new steel cars are now turned out by the largest and most efficient single car building plant in the world.

The Pullman plant covers an area of approximately 450 acres. On this vast tract there are scattered over 100 buildings a small city and these are connected, one with another, by 100 miles of tracks.

The normal output of the works is 15 sleeping cars and 35 passenger cars a week. The freight shops have a capacity of 100 steel and 50 wooden cars a day.

A rolling mill is operated in connection with the plant, having a capacity of 400 tons of iron of all sizes a day.

The brass foundry has a capacity of 50 tons of brass castings a month.

Fifteen thousand men are employed at the present time, but when the plant is being operated at full capacity from 20,000 to 25,000 employes are on the company's pay roll.

You observed that the freight shops have a capacity of 100 steel cars a day. These cars are built in a new shop recently completed and equipped with every convenience.

The main building consists of an erecting shop 1,200 feet long and 400 feet wide. The wheel and axle department occupies a separate building 360 feet long and 90 feet wide. The power house, with its latest "Parsons" type Turbo generators, is 450 feet long and 80 feet wide. All these buildings are of brick, steel and concrete construction and absolutely fireproof. Electric transmission lines, oil, air and water-pipe lines are carried through the buildings in underground conduits. The machinery is driven by electric motors and hydraulic power, and the various departments are equipped with overhead electric traveling cranes and hoists.

The idea underlying the substitution of steel for wood in the construction of passenger coaches is that the steel coach is much safer. The designers in drawing their plans sought to combine maximum strength with minimum weight.

The Pullman standard steel underframe, which is the basis of the car, is unique in design and is unequaled. The central member is composed of steel plates 26 inches in width, re-enforced by steel angles, forming a strong center girder of the "Fish-Belly" type, to which at each end is riveted the combined bolster and platform, cast of steel in one piece. The side sills are 5-inch Z bars. The center and side sills are strongly connected by four cast steel cross ties, with braces of pressed steel at intervals. The steel roof, with joints arranged to provide amply for expansion and contraction, is separately built and completely finished before application.

The Pullman car works were built in 1880. At the outset only sleeping and parlor cars were built, but later on the plant was extended to include the building of all types of passenger and street cars as well as freight cars. The Pullman name has long been a synonym for excellence in car building, but the Pullman Company has never turned out cars of which it had such just reason to be proud as the cars which are now being manufactured in the steel car works.



RESULT OF COLLISION AT ODESSA

The dining car was driven more than one-half its length into the all-steel sleeping car, sweeping the sleeping passengers in their berths to the other end of the car, where most of them were found lifeless.

The foregoing is a story full of "glittering generalities," but it is very misleading. The railroad man who spends the money of his company for steel cars may be required to tell why he spent it, and the story is still less convincing to the average traveler in demonstrating that he has any increased safety in riding in a steel car. It is an advertisement, in the vernacular of the college student, that may be branded as "B. S." but as it is the maiden effort of the Pullman Car Company in spending any money for exploitation, perhaps it will do better in future efforts.

The advertisement states that the idea underlying the substitution of steel for wood in the construction of passenger coaches is that the steel coach is much safer. This might have been the underlying idea, but has it been demonstrated in actual practice?

FIREPROOF QUALITIES (?)

In much of the literature discussing steel cars, great stress is laid on the fireproof qualities of steel cars. On the desk of the editor of HARDWOOD RECORD is a specimen of the strawboard material which is employed in Pullman sleeping cars in lieu of the laminated wood panels formerly employed. This material may not be strawboard, but it bears evidence of strawboard being the base of its manufacture. It is stated that many "all-steel Pullmans" are taken back to the Pullman plant with great frequency to have these ceilings replaced with others, as the vibration of the car has jarred and broken the original installation loose from its fastenings, and even disintegrated the entire panel. If one touches a lighted match to a section of this material he will find that it is not a fireproof or fire-resisting material, but as a matter of fact it is very inflammable. It will ignite with all the ease with which a bundle of white pine shavings will take fire.

A recent piece of literature on the subject of the construction of steel cars says that every portion of the car is fireproof save the sash, which is still made of wood, as it was found that the vibration of the car broke the glass when steel frames were employed. Just consider, if you please, the effect on the human body of riding in an all-steel constructed coach where the vibration is so great as to shatter the glass in the car if the sash be made of metal.

This subject of the frailty and weakness of steel cars has been pretty thoroughly threshed out in these columns, and it is certain that the publicity given through HARDWOOD RECORD, and by means of the hundreds of magazines and newspapers which have republished the matter in whole or in part, has been sufficient to awaken a national discussion on the subject of the relative merits of the all-steel type of passenger cars vs. the steel under-frame wood cars previously used.

Up to a recent date every railroad which was employing steel cars advertised this fact extensively, as a source of added safety and comfort to its patrons, but during the past month it is very noticeable that about the only railroad that still has the temerity to exploit its all-steel passenger equipment is the Pennsylvania Company and its allied lines. Of course, the Pennsylvania Company is a good deal deeper in the steel car game than any other railroad, as it is said to have two thousand all-steel cars in commission. It is said on good authority that the New York Central line, which still has

not fully equipped its passenger trains with all-steel cars, is carrying nearly seventy per cent of the through Chicago-New York passenger business. These figures may not be entirely accurate, but recent trips of the writer on the eighteen-hour trains of both these companies would indicate that that is about the relative appreciation in which the traveling public holds the two lines named. Railroad ticket agents have wholesale notice of this fact of late by a good many patrons, who, in purchasing sleeping car reservations in some instances decline to buy space, unless they can be assigned berths in wooden coaches. This is another indication that the traveling public is awakening to the dangers and discomforts of steel passenger equipment.



Some Letters and Comments



In issue December 10, HARDWOOD RECORD took occasion to criticize the publicity work of the committee of the National Lumber Manufacturers' Association in connection with the proposed campaign covering the general exploitation of lumber. RECORD guessed that the publication of the statements made therein did not emanate from the committee itself, but from a hired agent, although the participation of this publicity promoter in the enterprise had been previously denied. Hence it was that the criticisms on the character of the reports and statements were aimed at the committee's agent, and not at the committee itself. This method of handling the matter has brought forth just the evidence desired: i. e., that the work of the committee is being handled by a more or less distinguished publicity promoter who signs himself "Crosby—Chicago," and not by the various members signing the reports.

HARDWOOD RECORD is in receipt of the following communication from A. T. Gerrans of Houma, La., chairman of this committee:

Dec. 23, 1911.

Mr. Henry H. Gibson, Editor HARDWOOD RECORD, Chicago.

Dear Sir: In your issue of December 10th you ask the Committee on Publicity of the National Lumber Manufacturers' Association two questions. "If the committee of the N. L. M. A. knows anything about the truth of this matter, RECORD would like to ask if these are not the succinct and accurate facts in the case. Furthermore, it would like the acknowledgment that it did not place 'a specially employed photographer with detailed instructions on the job before they had begun to remove the wreckage and he secured a set of pictures at various steps of the clearing up,' etc., etc. HARDWOOD RECORD would also like to ask the committee if it is not a mis-statement when it says, 'some of our negatives were secured a few days later by an innocent error of an employee of the committee's photographer, and that publication of same occurred ahead of our intention.'"

We beg to reply that the committee takes it for granted that you speak the truth when you say, "If in any wise criticising the report, he (Editor of HARDWOOD RECORD) wishes to be understood that it is not a criticism on the members of this committee, but on the incompetent character of the professional publicity promoter it has employed to voice its sentiments on this all-important work."

This statement bears out the information we had already received to the effect that you had stated that "you were after Mr. Crosby, who had broken into the game"; we presume the game you mention being the separation of the poor ignorant lumbermen from their money.

The committee desires to assure you that it fully knows "the truth of the matter," and its report does not contain mis-statements. The committee (that is, Mr. J. E. Rhodes, Mr. G. E. W. Luehrmann and myself) saw, of the photographs that you printed in your paper on September 25th, numbers 2, 3, 4, 5 and 6 on September 7th in the office of the "Chicago professional publicity promoter," the only difference being in size, ours being 5"x7" or, we think, larger.

In order that you may, yourself, judge whether or not we have made mis-statements, we will state the entire transaction.

The wreck occurred on Sunday evening, August 13, and early on the 14th our "professional publicity promoter" telephoned to Mr. Frank D. Walter, the advertising manager of the Journal-Gazette of Ft. Wayne, and made arrangements with him to have photographs taken of the wreck, carefully selecting such points of view as would show the damage to both steel and wooden cars. That this telephone conversation took place is confirmed by the following telegram:

"DAY LETTER. THE WESTERN UNION TELEGRAPH COMPANY.
Chicago, Ill., August 15, 1:00 P. M., 1911.
Advertising Manager, Journal-Gazette,
Fort Wayne, Ind.

We telephoned you yesterday asking as courtesy if you would have photos taken Penn. wreck. Please accept our appreciation your trouble and consider this confirmation order for as many prints necessary to show contrast wreckage between steel and wooden cars. Appreciate early receipt and bill covering all proper charges. CROSBY-CHICAGO."

We next insert copy of a letter received from Mr. Walter under date August 23, which fully explains itself:

"Fort Wayne, Ind., August 23, 1911.

Mr. J. B. Crosby, Chicago, Ill.

Dear Sir: I herewith enclose pictures showing the effect of the recent Penn. [illegible] wreck of the wooden and steel coaches, as per request. Also charge [illegible] for same and expenses, which I trust will be satisfactory. I would like to understand that the bill is not for my services but for a [illegible] I was compelled to ask to do the work for me, as I did not have time.

You will note that pictures 1A, 2A1 and 3A, are really panoramic views of the scene looking from the north. The train was traveling west. Picture 1A [illegible] was taken on the north side of the train. Picture 2A2 is a close view of the same scene as 2A1 [illegible] the wooden coach has been removed.

Pictures 3B1 and 3B2 are views looking over the south of the train. Picture 3B1 [illegible] is shown in picture 3A. Picture 3B2 [illegible] B1 with the exception that it is taken from a little closer point and from a little different angle and that the wooden car has been removed.

It will be noted that the steel coaches suffered fully as much as did the wooden coach and the fact that the greater number were injured in the wooden coach was due to the fact that there were a great number of people in this car and that there was more movable material to fly about than in the combination steel car ahead or in the buffet steel car immediately following. The balance of the train was of all-steel construction but was not damaged because of the fact that it did not have to bear the brunt of the shock as did cars Nos. 1, 2 and 3, and also the rear coaches did not leave the rails. It will be noted that car No. 1, steel coach, suffered more than car No. 2, a wooden coach, and No. 2 suffered more than No. 3, a steel coach, due to the fact that the shock was lessened very perceptibly the farther back in the train it traveled. The only place where the steel and wooden coach met in equal combat is shown in picture No. 3A. Looking at this from the north the wooden coach seems to have gotten the worst of it, but looking at it from the south, as shown in pictures No. 3B1 and No. 3B2, it is shown that the steel coach is fully as much damaged. As a matter of fact, this was not equal combat, as the wooden coach leaving the rails first gave the heavy steel floor construction of the steel coach following an opportunity to ride over the floor of the wooden coach. All in all, the wooden coach, contrary to public opinion, displayed fully as much strength in the combat as did the steel coaches.

Trusting this explanation will be clear to you, I am,
Yours very truly,
(Rubber stamp) FRANK D. WALTER,
Sig. Ack. ————."

Picture referred to as 1A is your No. 3; No. 2A1 is the left hand side of your No. 2; 2A2 is your No. 6; 3B1 is your No. 4; 3B2 is your No. 5, and 3A is the right hand side of your No. 2.

We next insert copy of letter to Mr. Walter of date August 28:

"Chicago, Ill., August 28, 1911.

Mr. Frank D. Walter,
Fort Wayne, Ind.

Dear Sir: We have found that in order to get satisfactory enlargements of the photos which you so kindly secured for us, it will be necessary to have the original negatives. Can you secure these for us and ship by return mail? We assume, as these were made on our order, they will not be used for any other purpose, and are therefore at our disposal at whatever price is right for the negatives. We dislike to trouble you further, and would not do so if we knew the name of the photographer, but will appreciate your courtesy if you will see that the matter has prompt attention. Yours very truly,
CROSBY-CHICAGO."

To which Mr. Walter replied:

"Ft. Wayne, Ind., 9-14-11.

Crosby-Chicago,
Chicago, Ill.

Gentlemen: Pennsylvania Wreck—In answer to your favor of recent date beg to advise that the negatives of the post card pictures which we sent you, four in all, will cost you with two extra ones, which we did not send you, $2.00. This is the charge made by the photographer who took the pictures. We, of course, will send you the balance of the negatives which were made with our own camera without any charge whatever. Kindly advise if you desire to buy the other negatives and we will be glad to get them for you. Yours very truly,
THE JOURNAL GAZETTE CO.,
(Rubber stamp) Frank D. Walter, Adv. Mgr.,
Sig. Ack. ————."

and further sent his bill for services on September 23, as follows:

"Fort Wayne, Ind., 9-23-11.

Mr. J. B. Crosby,
Chicago, Ill.

Dear Sir: I have mailed you under separate cover plates of the Pennsylvania wreck which you asked for. Herewith enclose film of the balance of the pictures sent you. Bill for services is also enclosed.

Assuring you we are only too glad to be of service to you on any occasion, I am, Yours very truly,
(Rubber stamp) FRANK D. WALTER,
Sig. Ack. ————."

We now insert Mr. Crosby's night lettergram of September 25:

"POSTAL TELEGRAPH-CABLE COMPANY. NIGHT LETTERGRAM.

F. D. Walters, Chicago, Ill., September 25, 1911.
Journal-Gazette,
Fort Wayne, Ind.

Am astonished to find September 25 issue HARDWOOD RECORD contains all our exclusive photos Pennsylvania wreck identical every detail, two being combined as panoramic view. Also one additional not ours. Gibson, publisher thereof, offers supply electros or half tones any size to anybody. As leak here impossible, regretfully conclude that your photographer peddled either to postcard dealer or elsewhere, but cannot understand how HARDWOOD RECORD got next to existence of same. As informed you, matter was essentially confidential for which were willing pay proper prices. Otherwise could have procured ordinary newspaper photographs. Hesitate blame you and think due both of us that you immediately wire, my expense, best explanation possible. Would have copyrighted same if thought necessary. HARDWOOD RECORD announces Penn. road purchased all negatives obtainable and suppressed. Is this true? We requested shipment negatives August 28 and received last two September 25. Interval unfortunately tends to confirm suspicion that photographer imposed on you. Important fully advise as requested in justice to all, as our clients much disturbed. CROSBY-CHICAGO."

and also Mr. Walters' reply of September 26:

"DAY LETTER. THE WESTERN UNION TELEGRAPH COMPANY.
BS1 CH Jp 112 Collect Blue.

Ft. Wayne, Ind., Sept. 26, 1911.

Crosby-Chicago.

Chicago, Ill.

Got at bottom of picture matter. Photographer's clerk who took and developed the kodak pictures for me and who sold me the photographer's plates of the balance of the pictures we used, informed me that a young man named Fee was inquiring for some pictures of the wreck and in conversation stated he wanted to show damaged steel car. Clerk told Fee about my pictures and says he finished up some for him, among them being some from my films. Have not seen HARDWOOD RECORD and don't know what pictures used. Who sent article from Fort Wayne? Photographer's clerk offers to refund money for plates if you desire to return them. FRANK D. WALTER. 4:51 P. M."

We have also in our possession the original statement of Mr. C. W. Miner and the original affidavit of Mr. Walter:

"Miner's Studio,
121 West Wayne St.,
Ft. Wayne, Ind., December 14, 1911.

I, Charles Miner, declare that Frank D. Walter, advertising manager of the Journal-Gazette, Fort Wayne, Ind., commissioned me to take photographs of the Pennsylvania R. R. Co.'s wreck on the outskirts of this city in August last, said photographs intended to show as clearly as possible the relative effects of the collision and derailment of the steel and wood cars or coaches in the train. A number of photographs were so taken by me and said Walter selected therefrom such negatives as he desired, the number and nature of which I am no longer able to call to mind. From the balance of the negatives, prints were made for public sale. I find further and so state that some prints were made by a clerk from the negatives selected by Mr. Walter before delivery to said Walter, and said prints, the number of which I do not know and am unable to ascertain, as this clerk is no longer employed by me and whereabouts now unknown, were sold. (Signed) C. W. MINER."

"State of Indiana, Allen County, ss:

I, Frank D. Walter, declare that on the morning of August 14, 1911, I received a telephone message instructing me to have photographs made of the wreck of the Pennsylvania Railroad Company's passenger train which occurred on the outskirts of Fort Wayne, Ind., on the evening of August 13. Said photographs to show, as clearly and distinctly as possible, the relative effects of the wreck upon steel coaches and wooden coach which comprised the train.

I further declare that instructions were immediately given by me to Charles Miner, a photographer of this city, who on that day made a series of photographs of the wreck for me. From the negatives taken I selected such as best suited my purpose. Several days later several other views of the wreck which were taken after some of the wreckage had been removed were purchased by me, the negatives being secured and not the pictures, in each instance. Some of the negatives forwarded by me were photographer's plates and some kodak films.

I also declare that the statements submitted to me by Charles Miner, said photographer, substantiating his connection with the above facts, are true and correct and that Mr. Miner was prevented from swearing to same because of severe illness which prevents him from leaving his office except to journey in a closed conveyance to his home.

I further declare that if his statements are challenged, Mr. Miner stands ready to affirm same by due process of law.

(Signed) FRANK D. WALTER.

Subscribed and sworn to before me this 14th day of December, 1911.
(Signed) IONE M. GICK,

(Stamp) Notary Public, Allen County, Indiana. My Commission expires April 28, 1914.

(SEAL.)"

Should you desire anything further regarding this matter don't hesitate to call on the committee; who, while they are not quite clear as to your right to ask these questions, seeing that you are not a member of the N. L. M. A. or a contributor to the expense incurred, still know you have frequently expressed your love for the lumbermen in general; also feel that none of your criticism springs from any malice toward the lumber fraternity, but are solely instigated by the overwhelming desire that has seized you to keep them from wasting the money, by diverting it from some of its present channels. We are led to believe this from your language:

"Now this association again asks the hardwood trade to contribute to its bills for a general defense of the lumber industry. It may be all right for the hardwood element to dig deep into its pockets and join the National in this campaign, but would it not be of essentially more promising value if hardwood producers should inaugurate a campaign of its own, and work on distinct lines of exploiting its own woods in its own way? To a man up a tree it would look as if this would be the logical way for the hardwood element to spend its money in a campaign of general publicity, because in this manner it would have the advantage of at least selecting competent talent to carry on an intelligent campaign."

Are you the man up a tree, or are you the proverbial Ethiopian in the woodpile?

We recognize "the big undertaking that the lumber trade has to go up against," and feel under many obligations for the kindly expressions with which our efforts have so far been received by the members of the lumber press other than yourself. However, in your judgment they may not be competent critics either of language or art. We feel in a degree thankful to you for the statement that "the general text of the pamphlet is rather a commendable document" and deeply regret that "the cartoons have comparatively little strength." However, we console ourselves with the remembrance that we furnished a key to our cartoons. Why don't you do likewise to the "funny" pictures in your paper?

In conclusion: In your issue of October 10, under the title of "Untruthful Advertising," you say, "Does it seem logical if cypress possessed the attributes alleged by the professional publicity promoter, and endorsed by the members of the Southern Cypress Manufacturers' Association, as being 'the wood eternal,' and 'it defies all rot influences'; that it would not be THE material employed for railroad ties, at least in the section where it grows and where it has the least cost."

We ask you to inform us what kind of ties are used in the section where cypress grows? We noticed that in the issue of the Southern Lumberman of about October 21, this question was asked you but we have failed to note your reply.

We might be able to judge somewhat of the value of your criticisms if you would furnish us with this information.

Yours truly,

COMMITTEE ON ADVERTISING AND PUBLICITY,
A. T. Gerrans, Chairman.

The subsequent correspondence follows:

Chicago, December 26, 1911.

A. T. Gerrans,
Houma, La.

Dear Sir: Accept my thanks for your favor December 23. There is very little involved in this document with which I was not familiar. Write to inquire if you intended this document for my personal information or for publication. I would like to have your permission to print it, not for the purpose of continuing the controversy with you, since I can have no hope of reaching the same conclusions as yourself in the matter of the proper methods of lumber publicity, but for the reason that one of Mr. Walter's letters to Crosby presents added evidence of the frailty of steel car construction, which is a subject in which I am particularly interested.

Kindly advise.

Very sincerely yours,
H. H. GIBSON.

Houma, La., Dec. 30, 1911.

H. H. Gibson, Editor,
HARDWOOD RECORD, Chicago, Ill.

Dear Sir: Replying to yours of the 26th, beg to advise that you have my permission to print my reply to you, although I can hardly see why you ask my permission. It looks to me after you have published your side of the question that the least that you could do would be to publish the reply to same. You asked the committee definite questions. You got definite reply. However, you are at perfect liberty to take such action as you see fit.

Yours truly,
A. T. GERRANS.

Chicago, January 2, 1912.

A. T. Gerrans,
St. Louis Cypress Co.,
Houma, La.

Dear Sir: I have your favor of December thirtieth. In the interim between my letter of December twenty-sixth and your reply, I handed my associate, E. H. Defebaugh, your letter for perusal, and he unfortunately has mislaid or lost it. Am therefore obliged to ask you to send me a transcript of this document for which I shall be pleased to pay the cost.

However, I do not believe that if you were fully acquainted with all the facts in this matter that you would care to have the communication printed. There is no doubt that Crosby ordered these photographs made, but unfortunately for him, the Fort Wayne man did not regard the order of sufficient importance to carry out his instructions, and the result is that all the negatives he secured from him were a set of postal card pictures, which were placed on general sale in Ft. Wayne, and which I have been able to buy in dozen lots up to the time my requirements were fulfilled, about a month ago, and of which I have quite a quantity still on hand, and a couple of negatives which were made by Herbert W. Fee, the young man who originally put me in touch with the proposition. Incidentally, there should be no mystery about the identity of Fee, since he is a brother-in-law of the Ft. Wayne advertising manager.

Then, recall the fact there is an explanation required of why an attempt was made to withhold the publication of these pictures, and the evidence connected therewith at the time, when they not only constituted news, but were important in showing the superiority of wood over steel in passenger car construction.

If you will duplicate this communication of yours, I will print it if you want it printed.

I am putting this proposition up to you simply in a spirit of fairness, which I hope you will appreciate.

Contrary to your opinion, I am in no wise specifically after Crosby's scalp. I simply hold that he or no other professional publicity promoter, to my knowledge, is competent to successfully handle out the problems that beset the lumber trade at the present time in securing an intelligent publicity that shall make for the increased utilization of lumber.

Kindly advise your wishes in the matter, and very much oblige.

Very sincerely yours,
H. H. GIBSON.

New Orleans, La., Jan. 5, 1912.

H. H. Gibson, Editor,
HARDWOOD RECORD, Chicago, Ill.

Dear Sir: I herewith confirm my night letter of yesterday as follows: "Replying to your letter January second, American Lumberman has copy of committee's report answer to your editorial. Borrow it and I will send them another copy. If they have lost or mislaid it apply to Barns or Baird. Regarding printing same, I have already answered your former letter. (Signed) A. T. GERRANS."

I thank you for the admission that a specially employed photographer was placed on the job, and that the committee has not made any misstatements. (?) Your statement that there is an explanation required why an attempt was made to withhold the publication of these pictures is debatable. Who, having the right, demands such explanation?

I shall be pleased if you will eliminate all "spirit of fairness" from your correspondence as you do from your editorials. Come out in the open and tell the lumber world at large what you are driving at, or are you not taking yourself too seriously?

Yours truly,
A. T. GERRANS.

HARDWOOD RECORD confesses that the foregoing correspondence is not worth printing. The evidence submitted by Mr. Gerrans to substantiate the claims published over his signature covering the photographic accomplishments of his committee is not of a character that would constitute proof in any court in the land. His man, "Crosby Chicago," simply got the double cross from Mr. Walters. He sold him a few postal card films made by a photographic clerk in Fort Wayne, and a couple of similar films that he purchased from his brother-in-law, Herbert W. Fee, who had turned in the full set of photographs to HARDWOOD RECORD with which to illustrate the original story published about the frailty of steel cars in the Fort Wayne wreck.

The only important feature brought out by this controversy is the fact that this advertising committee, headed by Mr. Gerrans, is in no wise depending on its own talent to analyze the means necessary to properly exploit lumber looking to its increased utilization, but

is depending on a man who has only a paucity of knowledge of the subject involved, and is attempting to foist this kind of stuff on the lumbermen of the country in an attempt to raise a large sum of money for general lumber exploitation, which, if the present course of the committee is followed, will be dispensed by this selfsame "Crosby-Chicago."

Mr. Crosby is the publicity promoter of the Southern Cypress Manufacturers' Association, and is in this position presumably by reason of the interest Mr. Gerrans has in his getting a livelihood. This man's advertising "copy" as published in various magazines, has been characterized by HARDWOOD RECORD as pernicious and untruthful, and damaging to the general lumber industry of the country. He has advertised that "cypress defies decay"; that, "it is the wood eternal"; that, "cypress lasts practically forever."

In the last piece of copy, published in McClure's magazine for January, exploiting cypress for the Southern Cypress Manufacturers' Association, this professional publicity promoter makes the pernicious statement that "*cypress resists the rot-influences which so soon destroy other woods.* Cypress does not warp or shrink or swell like most woods, and takes paint or stain perfectly."

HARDWOOD RECORD now and always has acknowledged the superior qualities of cypress lumber for many purposes, but no man of even reasonable common sense would seriously declare that cypress "defies decay or is the wood everlasting." No well-balanced lumberman would think of making the bald statement that "cypress resists the rot influences which so soon destroy other woods."

HARDWOOD RECORD has no particular personal grudge against Crosby-Chicago, or his employers, but it insists that there is not one of the professional advertising cult, whose work has ever come to the attention of this publication, that presents any evidence of ability to handle in a competent manner, the great and important subject of the logical exploitation of lumber for the purpose of increasing general wood utilization.

Sensible advertisers do not befoul their own nests; honest advertisers do not attempt to deprecate the worthy goods of their competitors.

Mr. Gerrans may possibly be able to convince the building wood trade that he knows how to engineer an advertising campaign for that branch of the industry, but it is very doubtful if he can put his scheme over with hardwood producers.

Lumbermen's Club of Chicago

At a meeting of the Chicago Lumbermen's Association held on December 20, the proposal of the organization of a social club among Chicago lumbermen, to involve facilities for luncheons and dinners, a meeting place, smoking room, reading room, billiard room, etc., was discussed, and it was decided that while it was eminently wise to start such a movement, it was not deemed wise to have this club as an integral part of the association.

The subject was referred to the Board of Directors, and at a meeting of the board held a few days later Edward E. Skeele of the Estabrook-Skeele Lumber Company, was given authority to organize a committee with himself as general chairman, to work out the problem of the organization of a lumbermen's club. Mr. Skeele took prompt action on the authority given him, and selected twenty-seven associates on his committee, and a call was issued in round robin form on January 1 to every member of this committee. The text of this call follows:

"Public sentiment in the lumber and allied trades of Chicago being manifestly enthusiastic over not only the desirability but the necessity of having a general meeting place, and facilities for luncheons, dinners and social intercourse, and this movement having the approval and endorsement of the Lumbermen's Association of Chicago, the following committee has been appointed by the Board of Directors of the Chicago Lumbermen's Association, with full power to act, to organize and arrange for the financing of the Lumbermen's Club of Chicago, and to take all necessary steps for putting the organization into being and in working order:

EDWARD E. SKEELE, GENERAL CHAIRMAN

DIVISION A—PINE.

R. B. Gillespie, Chairman; Fred T. Boles, E. L. Thornton

DIVISION B—HARDWOODS.

J. H. Dean, Chairman, F. L. Brown, A. Schroen

DIVISION C—HARDWOOD WHOLESALERS.

O. O. Agen, Chairman; E. B. McMullen, E. H. Klann.

DIVISION D—PINE WHOLESALERS.

E. A. Thornton, Chairman, George T. Mickle, Mark Porter

DIVISION E—MANUFACTURERS OF LUMBER.

L. A. Lang, Chairman, A. H. Ruth, George B. Osgood.

DIVISION F—COMMISSION SALESMEN.

R. D. Sullivan, Chairman, John McDonnell, Louis Starr

DIVISION G—MILL MEN.

L. E. Hough, Chairman, Arthur Nolan, E. W. Dressen

DIVISION H—BOX MANUFACTURERS.

E. J. Master, Chairman, Charles F. Goodwillie, James Merrill.

DIVISION I—LUMBER PRESS.

E. H. Defebaugh, Chairman; H. H. Gibson, B. A. Johnson.

"We, the undersigned, approve and endorse the movement for the organization of the Lumbermen's Club of Chicago, and herewith agree to subscribe our names to the constitution and by-laws of this proposed organization, and subscribe to membership, which it is understood will involve annual dues of resident members of not to exceed forty dollars ($40), and annual dues of non-resident members of not to exceed fifteen dollars ($15), when the names of at least one hundred and fifty (150) resident subscribers to this document have been secured.

"It is fully understood by us that eligible to membership to the proposed Lumbermen's Club of Chicago, will be not only local and non-resident lumbermen, but those associated with allied industries in which lumber forms an important element.

"It is further understood that the persons signing this document are charter members of the proposed organization, and are exempt from a membership fee of fifty dollars ($50), which probably will be charged after the club is organized."

The committee met at the Chicago Lumbermen's Association rooms on January 2, and the work of soliciting members for the club was appropriated to the members of the various division committees, and the securing of members to the proposed club started. That there was energetic action by the various members of the committee is manifested by the reports made at a called meeting of the entire committee held at the Chicago Lumbermen's Association rooms on the afternoon of Monday, January 8.

Evidence was there presented that the minimum number necessary for putting the organization into being had been secured. Secretary John McDonnell of the McDonnell Lumber Company, 905 Stock Exchange building, was instructed to call a meeting of all the signers to the agreement to join the proposed club, at the convention hall, ninth floor of the Auditorium Hotel, at 2:00 p. m., Thursday, January 18, for the purpose of organizing, and appointing committees to handle out all the details necessary for the establishment of the club.

HARDWOOD RECORD believes that this is one of the best movements ever undertaken by those allied with the lumber industry of the City of Chicago. It is apparently going to be very easy to establish revenues of sufficient size to finance the club in most excellent shape. It is not proposed that the club of itself shall take on its own cuisine, but that the club rooms shall be established in some central location in connection with a good restaurant or hotel that will do the catering under contract. The proposed club has already been offered the choice of several desirable locations for quarters, and from present indications the Lumbermen's Club of Chicago will be an established fact within ninety days, and possibly within sixty days.

This organization should have the hearty support of every one in the lumber and allied trades in Chicago, and beyond its social features, it will stimulate a close comradery among lumbermen of this city, which in the past has been woefully lacking.

Lumber Conditions Abroad

GERMAN CONSUMPTION

A steadily increasing lumber consumption in Germany has resulted in the establishment of an import trade into that country of various kinds of forest products from all over Europe and from the United States. Primarily, the northern continental woods as shipped into the German market are used for structural purposes and come mainly from Coniferae. It is a fact that deliveries from Norway are growing less, while the finest qualities of Swedish woods are now brought in from the Gefle Soderhamn and Sundsvall districts. White pine is sold from that section to the German market almost entirely unassorted, while pitch pine is often assorted. It is evident that the future development of the northern wood trade for Germany will be in Finland and Russia. From St. Petersburg, fine cabinet woods and high-grade planing woods are marketed for the German trade. In consequence of Russia's great wealth in forests, her lumbermen can furnish stock of dimensions difficult to obtain elsewhere on the continent. Germany takes from Finland, in addition to its sawed wood, large quantities of hewn square rafters and Finish rafters. A large percentage of the imports belongs to the Rhine, where the northern wood can compete with German lumber up to Karlsruhe.

The American species of hard and soft woods are coming into consideration as of extreme importance in the German lumber trade. The yellow pine of the South, from Gulfport and Savannah, in the shape of logs, square timber and manufactured lumber, makes up about eighty per cent of the whole soft wood trade from this country to Germany. With the short leaf North Carolina pine, the boards are more saleable than timbers, while cypress exported via New Orleans and Savannah is almost always in boards and planks.

Among the hardwoods shipped from the United States to Germany, white and red oak commands an important position. It is shipped from gulf ports, principally as boards, but occasionally in the form of timber and logs. American ash is exported via New Orleans, and Texas ports, and enters Germany mainly in the form of bolts. The same is true of hickory. The German consumption of maple is mainly in the form of boards and planks, and is shipped from this country principally from New York and Norfolk. Considerable planed lumber for flooring is also consumed. Shipments of black walnut are generally made through the gulf ports and less often from the Atlantic coast ports. This wood enters Germany usually in hewn timber or in boards. Yellow poplar, known in foreign markets as white wood, is consumed by the German trade principally in board form, though the importation of poplar logs from Norfolk, Savannah, Baltimore and the gulf ports has increased remarkably. Cottonwood, Tupelo gum and red gum are marketed through gulf ports and in the form of boards.

A report from the American consul at Hamburg says that there soft wood is handled only as sawn timber, while hardwood is sold in the log, by the Scribner-Doyle rule. Lumber is bought by the thousand superficial feet. The grades correspond with American grades in hardwood in the Hamburg district. The demand is principally for firsts and seconds, and is less for the other grades. Prices are governed by various conditions, and fluctuate according to ocean freight rates, and market at shipping points. The consular report says that of the three grades distinguished, heart, heart-face and sap, the requirements of the Hamburg market are mostly for sixty per cent sap, ten per cent heart-face, and thirty per cent heart. This in the main is the condition of the consuming market throughout the whole region of the Elbe river.

It is contended that the importation of American lumber into Germany will never influence the purchase of northern Continental wood to any extent, because of the excellent quality and low price of the latter. Hamburg is considered the chief port for hardwood business on the Continent, but it is difficult to sell goods direct from American shippers to German importers as competition with the relatively cheap stocks lying in Hamburg on consignment leaves little profit.

FORESTS OF AUSTRIA HUNGARY

The oak forests of Slavonia are conceded to be to that country what the forests of the Mississippi valley and of the Asiatic Caucasus are to those sections. The physical quality of the wood produced in the Slavonian forests renders it particularly adapted to high-class cabinet work. Trees of this region are of unusually large size and sound quality.

Stagnation in the oak trade of Slavonia resulted in the timber from this territory being sold in 1910 at pubic auction, at which some remarkably high prices were paid. These forests contain hundreds of thousands of acres of high-grade timber of various ages, and if properly handled could supply the Continent's need for the next thirty years.

WALNUT IN ENGLAND

Attempts have been made from time to time by various British gun manufacturers to use American walnut for gun stocks, but the results have invariably proved unsatisfactory, not because of lack of durability and strength, but because of the absence of yellow and light brown streaking which has been so desirable for gun stocks. Heretofore the walnut used for this purpose in England has come from Italy, Switzerland and France. In Italy it is said that the source of supply is entirely exhausted, with the result that the supply now comes almost entirely from France. Prices as a consequence have become prohibitive during the last three years. In addition walnut has been introduced very extensively in France for veneering purposes, from which a larger revenue can be derived. As a consequence it is more than likely that the consumption of American walnut for English gun stocks will soon provide a regular and assured market.

FLOORING IN ITALY AND SWITZERLAND

The use of wood flooring is decidedly on the increase in Italy, taking the place of the former demand for marble, tiling and cement. Oak, larch and pitch pine are principally used, with but a very slight consumption of maple, birch and beech. There are a number of large manufacturers of flooring in Lombardy and Piedmont in Italy, who supply the demand, and the question of the successful introduction of American flooring will depend largely upon quality and price. Ordinary oak flooring costs in Genoa about $1.60 per square meter.

From the consul at Basel, Switzerland, comes the information that maple as a lumber or flooring wood is practically unknown in that country, but that it should receive favorable attention if properly introduced. He suggests as the most effective way of arousing interest, that samples of the American product be exhibited.

TIMBER RESOURCES IN INDO-CHINA

There are about six hundred different kinds of woods known in Indo-China, all of which are employed locally in various industries. Already a number of companies are interested in the exploitation of Indo-China forests. They represent ample capital and possess plants and equipments of the most modern type. In the main the tracts are privately owned, and in some cases sawmills are separate institutions, which buy logs from the timber holders. The majority of the woods are on the general nature of American hardwoods, and most of them are suitable for cabinet purposes, being of excellent texture and readily accepting a high polish. They are used for all kinds of cabinet and building purposes, as well as for firewood, etc.

On the whole, the export lumber trade from this country is satisfactory and in many instances American houses report their foreign business as much better than the home department. With the increasing importance of that branch of the industry, it behooves American exporters to take every advantage of foreign information on file with the Department of Commerce and Labor at Washington.



Philippine Opportunities



In previous issues HARDWOOD RECORD has published exhaustive articles dealing with the dendrological and geographical conditions in the Philippines. Major George G. Ahern, director of forestry in the Philippine Islands has just issued a bulletin under the above caption telling specifically of opportunities for investment in the Philippine forests.

The virgin forest area of the islands approximates 40,000 square miles, of which more than ninety-nine per cent belongs to the government. This represents a stand of over 203,264,000,000 board feet and is divided into five main groups, namely, the dipterocarp forests, the molave forests, the mangrove forests, pine forests and the mountain-top forests, the first two being the most important.

About seventy-five per cent of the virgin stand is in the first group. This group can be divided into three classes—the yacals, the apitongs and the lauans. The first class represents timber of a hard, durable character and of great abundance. The second class corresponds in a way to the hard pines of the United States; they are used for heavy construction purposes. The last group is the most valuable of the three and can be compared structurally to the soft pine of this country. Wood of this type is found in competition with our finishing lumber, and in the Philippine Islands is taking the place of imported species for furniture manufacture.

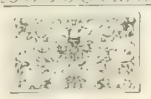
The molave forests correspond generally to the hardwood forests of the United States. Under this group are found woods for general construction and also for furniture manufacture and similar lines. They represent practically the chief value of the Philippine forests. As a rule the commercial forests are either near the beach or at a short distance inland where they can be made accessible by short lines of railroad. The forests in immediate proximity to the coast are being rapidly destroyed by the farmers and small operators with limited capital. Lumbering in the future will be expensive in forests some distance from the coast, where modern logging methods will be necessary. One of the chief difficulties is the extreme cost of transportation to the market and the company not owning its own boats is handicapped at the start. When transportation facilities from the log to the consumer are owned by the operating company, the cost of carrying lumber to Manila should not exceed from $3.50 to $4.50 a thousand board feet.

There is no export duty on lumber or manufactured products, while sawmill and logging machinery from the United States is admitted free, and forest products from the Philippines admitted free to this country.

The available labor for woods operations and sawmill work has proved itself very efficient. The Filipinos have a natural aptitude for handling machinery and are easily taught. The cost of labor runs from twenty-five to seventy-five cents per day in gold.

The bulletin gives an approximate idea of prevailing stumpage values in the Philippine Islands, as based on government charges. The cost of Philippine timber ranges from $1 to $5 per thousand feet; lauan, which sells in Manila for $30 per thousand in the form of lumber, can be bought on the stump for $1. The cheapness of Philippine stumpage is still more marked in the fine cabinet woods. Five dollars in gold represents the highest value of the finest cabinet woods in the Philippines.

The bulletin contends that the entire Philippine market could be secured by local manufacturers if there were sufficient well-equipped mills to take care of the trade. It also claims that Philippine manufacturers could successfully compete for trade in Seattle and other western cities, in China and Japan and as far as Australia. The chief difficulty has been with the introduction of Philippine cabinet woods into this country, that there are no lumbermen in a position to supply a strong demand; as a consequence the fine Philippine woods are little known in the United States.



Closer Hardwood Utilization



If the often-repeated statement that "this is the day of the specialist" is literally true, it would appear that the dimension stock manufacturer would be among the most successful operators in the hardwood field. He is a specialist in the most exact sense, and if he specializes along the proper lines, he has acquired knowledge not only of manufacturing but of selling and information that makes him valuable not only to his own concern but to consumers as well.

In other words, the dimension stock man, more than anybody else, needs to study consuming conditions. The sawmill operator can cut plain oak, poplar or ash in four-, six- and eight-quarter thicknesses, send out a stock-list to several hundred possible buyers and under ordinary conditions can move his product without difficulty. He is not required to know exactly what the operations of those who use the stock are, and as a rule he does not acquire very exact information on this subject.

Many hardwood firms, it might be added, have begun to learn the advantage of making more of a specialized study of the buyer's needs and since trade has been less active than it was in 1907, it has been worth while to adapt one's stock to the peculiar demands of the factory man. This is merely by the way, however, and only emphasizes the fact that the dimension manufacturer has been compelled to make such a study all along in order for him to remain in the business and to make a success.

It is perfectly true that under favorable conditions a man operating a plant for the cutting of hardwood lumber to dimensions desired by consumers, could make money without any special exertion in the direction of determining what would best suit his customers. He would be given the order, with the required dimensions indicated, and it would be simply a matter of adjusting his machines so as to produce the stock. But here is the point:

In the dimension factory there is much more waste than anywhere else, for obvious reasons. Unusual widths and lengths required in work of this kind cannot always be provided without leaving odd sections of boards behind. Prices may be sufficient to cover the waste, but in many cases they are not enough to enable the manufacturer to throw the residue into the furnace and not pocket a loss. It is another case of "What will he do with it?"

The only answer to that question that will be individually satisfactory and economically sound involves the sale of the short lengths and strips to factories which can use that particular material, perhaps worked over to the exact dimensions which are needed. In other words, the manufacture of dimension stock requires a re-working to sizes that will consume the material which otherwise would be denominated waste and chucked into the fuel-box. And how is the manufacturer to determine the proper handling of this stock without making a real and analytical study of the consumer's proposition and applying his own to it?

The incident was recently cited by a man who is regarded as an expert in the hardwood field, of a dimension stock manufacturer cutting mahogany to sizes required by his customers. Much waste was involved in the operations, in spite of the exceptionally wide boards which are available in mahogany. The waste was cut into bits and sold for kindling wood or burned. When the manufacturer was asked to explain why he was causing this dreadful waste of valuable stock, he said: "I'd rather burn or give it away than sell it for less than it is worth."

It may be true that merely to throw a lot of material of odd lengths, narrow widths and dimensions that are not standard on the market and demand a price for it would result in little or nothing being realized, and the trade on that particular wood interfered with to a considerable degree. That is why it is all the more necessary in a case of this kind to apply some of Mr. Sheldon's scientific salesmanship ideas to the situation.

Suppose the mahogany man referred to had found a manufacturer who could use short pieces, not particularly wide, in his own work. He would have been glad to pay a price for that so-called waste that would have meant a handsome profit for the producer and yet would have saved the manufacturer using it considerable money. Instead of buying regular board lengths in standard widths, which he would have been compelled to rip and cut to dimensions anyway, he would have had the material practically ready to use and would have been better satisfied than under any other conditions.

Such a situation is just a case of bringing producer and consumer together. Proper methods of selling will determine just what kind of stock the user requires in his business, and will give it to him. Such a system is real service all around, and eliminates the really indefensible waste of intrinsically valuable material.

As an instance of how this might be worked, a mantel manufacturer in a big furniture town was throwing away the odd lengths and narrow strips which fell from his saws, because he had no way to dispose of them. By accident he happened to learn of the operations of a manufacturer in his own town who was making furniture specialties in the way of stools, children's chairs, etc. He inquired what sizes he needed for that work, and found that a great deal of the wood that he had been burning up could be worked into the operations of this manufacturer in excellent fashion.

"The result of this plan," he said to a HARDWOOD RECORD man not long ago, "is that instead of charging up against my mantels the full price of the lumber, I am getting it a good deal cheaper by selling the offal, and am therefore making a better profit on my regular line than I would have done otherwise. On the other hand, my friend is getting his material at a comparatively high price, considering the material as waste, yet he is making a saving when the prices he has been paying for his lumber are considered, especially in view of the excellent character of the material."

What happened in this case by accident ought to be brought about by the dimension stock man through design. If a factory man can use short pieces, narrow strips and other odd sizes, which is the case with many consumers of lumber, why not give him what he requires, cut to dimension and ready to be worked? There are thousands of factories which require material of just that character, and instead of getting it they are paying relatively high prices for lumber that they must cut to the smaller sizes before they can use it for the purposes to which it is intended.

It might be argued that this would be bad business from the standpoint of the lumber trade as a whole, since the factory man who bought dimension stock under the conditions suggested would cease buying board lumber, and the actual consumption of wood would be reduced. This is a short-sighted policy, however; and in the long run the use of wood would be encouraged and every foot of lumber manufactured would be used, instead of being wasted, as is the case with an extremely large percentage of it today.

G. D. C.

The Handle Trade

SHORTAGE OF BROOM HANDLES

November of each year almost invariably sees a decided shortage in broom handles, which is sometimes serious enough to be of considerable inconvenience to the broom manufacturer. As a result a number of them have started handle factories of their own. It is the opinion of the writer, who is an old manufacturer of broom handles, that a year's operation, at full capacity, of all the present broom factories of the country would produce a very decided excess of supply over the demand, with a resultant drop in price of from $3 to $5 a thousand. Even now there is usually an over production of handles and the chief reason for the usual fall shortage is the fact that most of the handle plants close up for a few weeks during the dull summer season, and do not carry any large stock. When the new corn crop begins to move these small stocks do not last long, and as a consequence it is a case of "rush" until well along in the spring. This condition is being gradually eliminated as the majority of the better plants are running steadily during the year, and accumulating a stock of handles during the dull season.

There has been a number of notices recently of new entries into the broom handle field. The present manufacturers who know the conditions, of course, would much prefer that these concerns should stay out of an already crowded business, but the chief difficulty is in meeting the competition of concerns who have no accurate knowledge of the cost of manufacture and are willing to sell for enough money to pay off their men at the end of the week. For this reason from fifty to sixty per cent of those who have started in the broom handle business during the last five years have failed. My advice to a beginner who knows nothing about broom handle manufacture would be not to attempt to lay out the building or machinery himself, but to engage the services of someone who has a thorough knowledge of what is required. There is no other branch of the wood-working trade which requires a closer working together of the various units of the plant. It would be impossible to make a good handle factory out of a second-hand building. When starting to operate, take a car of lumber and run it through the machine, figuring out exactly what you have gotten from it and exactly what the handles are worth. It will be found that the actual capacity of your machines is considerably below their rated capacity and that your carload of lumber has produced several hundred less handles than you figured it could on paper. A good percentage of these are not saleable. If the new entrant into the broom handle business will work his business along these lines and sell at a price which will show him a profit on this basis of cost, he will be a welcome addition to the handle trade.

DIMENSION STOCK FOR BROOM HANDLES

The articles appearing in HARDWOOD RECORD regarding dimension stock have been very interesting from the point of view of the broom handle manufacturer. It does seem that dimension stock would be worth to the consumer as much as the cost of the lumber he will have to buy to manufacture it himself, but dimension stock as applied to the manufacture of broom handles offers different conditions than for any other line. The writer has found that it is possible to get one-third more handles out of a thousand feet of lumber sawed by himself and working all the logs than by merely working squared boards. The writer buys broom handle squares and is willing to pay full prices for them, if they are properly manufactured, but the average millman seems to have an idea that anything can be utilized for this purpose. Some, in fact, will try to pass off various kinds of woods other than those specified in the order. Positively no knots or shakes will pass in broom handles, but a great many millmen ship this kind of stock. Further, while furniture people demand absolutely dry stock, it seems impossible to get handle blanks properly dry. Every millman who saws beech, birch and hard maple can make a good profit out of properly manufactured handle blanks, but he must make them right and dry them properly. He will find an increased demand for this article. Expensive manufacturing gives very little and can be taken care of by the saving in freight charges on waste stock. With a good cut-off and a good gang rip-saw, blanks can be made for less than forty cents a thousand. We would certainly like to see more millmen get into this line of trade on a proper basis.

H. B. A.

The Mail Bag

B 156—Wants to Market Thin Basswood

Chicago, Ill., Jan. 2.—Editor HARDWOOD RECORD: We have a small carload of resawed firsts and seconds basswood, surfaced two sides to 5/32". Can you render us any assistance in finding a disposition for this car of lumber?

Anyone interested in the above car of lumber can have the address of the owner by referring to B 156 in addressing this office.—EDITOR.

B 157—Approves Record's Attitude

Shenandoah, Iowa, Dec. 29.—Editor HARDWOOD RECORD: I have looked through your issue of December 10 and note your editorial comment under the heading "Settling Kicks." I believe that a little additional publicity along this line on the part of the lumber journals will have a tendency to help clear out matters that are such frequent causes of dispute between manufacturing consumers and the producers or jobbers of lumber. In fact, I believe the bulk of the trouble is caused by mixing of grades.

Anyhow, I want to thank you for presenting the matter in the way that you did, and to assure you that the people who want to buy stated grades, and who are perfectly willing to pay for these grades when they get them, will appreciate your stand in the matter.

With best wishes, I am,

IOWA WAGON COMPANY,
U. G. Reininger, Manager.

B 158—Reprints "The Tree's Message to Man"

St. Louis, Dec. 30.—Editor HARDWOOD RECORD: You will see by referring to current issue St. Louis Lumberman that I have taken the liberty of republishing that beautiful "The Tree's Message to Man." The wider the distribution the better. It is a message that ought to be heard.

THE ST. LOUIS LUMBERMAN,
P. F. Cook, Asst. Editor.

B 159—Oak Flooring on the Pacific Coast

Detroit, Mich., Dec. 30.—Editor HARDWOOD RECORD: Your article under the caption of "Oak Lumber and Flooring on the Pacific Coast" has been read by me with much interest.

Our oak flooring shipments to the Pacific coast states this year as compared with 1910 show a large increase and bears out this article.

This office and some of the individual members have been doing considerable missionary work on the coast for the past two years along this very line.

The Department of Commerce and Labor wrote me under date of November 2, 1910, that the importation of oak logs from Japan in 1908 was 1,006 M feet, and in 1909, 680 M feet. They have no record for 1910. They say that during recent years considerable quantities of Japanese oak cross ties have been reported as purchased by some of the western railroads.

Would it be possible for you to give me the name of the lumberman from Portland, Ore., who gave you this information?

W. L. CLATTY.

The above correspondent has been supplied with the name of our authority for the statements made in the editorial in question, and has been advised that the largest import of Japanese oak on the Pacific coast occurred during 1910, but that the importation has now dropped to a very small quantity, as it has been found that the quality of Japanese oak is entirely unsatisfactory for either flooring or lumber uses, and inferior in all respects to the oak lumber product of the United States.—EDITOR.

B 160—Seeks Butternut

New York City, Dec. 28. Editor HARDWOOD RECORD: We are in the market for some 4/4 firsts and seconds butternut, and shall be very thankful to you for the names of a few manufacturers who might have this stock.

——— COMPANY.

The foregoing letter is from a foremost New York jobbing house, and it has been supplied with a list of a few producers of butternut. Any others interested in the inquiry can have the address by writing this office and referring to B 160.—EDITOR.

B 161—Praise from "Sir Hubert"

Washington, D. C., Dec. 27.—Editor HARDWOOD RECORD: Your kindness in sending me "The Tree's Message to Man" is greatly appreciated. I have read the lines of Idah McGlone Gibson with much interest and very great pleasure, and I want to tell you so, and send you my best wishes. GIFFORD PINCHOT.

B 162—Seeks Quartered White Oak Dimension

Fremont, O., Dec. 29.—Editor HARDWOOD RECORD: We are in the market for 200,000 feet of one inch quarter-sawed white oak dimension stock based on the following specifications: Thoroughly kiln-dried; surfaced two sides to ⅞; three inches and up wide and 60" long; must have two good edges and one clear face, which must show good figure, and be free from worm holes and decayed or discolored streaks. Shipment to be made 20,000 feet each month until order is completed. First shipment February 1, 1912.

——— FURNITURE COMPANY.

Anyone interested in the foregoing requisition can have the address by writing to this office and referring to B 162.—EDITOR.

B 163—Congratulations from Mr. Garfield

Mrs. Idah McGlone Gibson, the author of "The Tree's Message to Man," is very much gratified to receive the following letter of encomium on this article published in last issue of HARDWOOD RECORD, from Charles W. Garfield, the eminent banker and forestry advocate of Grand Rapids, Mich.—EDITOR.

Dec. 22.—My Dear Mrs. Gibson: Yesterday I was in receipt of the beautiful New Year's souvenir sent out by HARDWOOD RECORD, and I am once more under obligations to you personally for furnishing me with a most delightful bit of literature in the interests of the rapidly receding forests.

This charming word should go to the hearts of tree slayers and cause them to think for a moment at least along right lines. Sometimes I am accused of not being in sympathy with commercial interests as I ought to be, but my training has always been along the line of thinking of the other fellow, and somehow in tree life I have found something more than firsts and seconds and laths and shingles, because it is all these things plus life, and whether vegetable or animal we have no right to make unnecessary sacrifices of the life principle.

Permit me, my dear lady, to show in this brief word my appreciation of your loyalty to our forest cover which the good Lord granted to so large an area of this world in which we live.

Yours gratefully,

CHAS. W. GARFIELD

B 164—An Appreciation from New York

New York, Dec. 29.—Editor HARDWOOD RECORD: This is to acknowledge receipt of Mrs. Gibson's prose epic, "The Tree's Message to Man," which I am having framed to hang over my desk at 50 Church street. It is a work of art. HERBERT E. SUMNER.

B 165—From the Head of the Forest Service

Washington, D. C., Dec. 27. Editor HARDWOOD RECORD: I am pleased to receive a copy of "The Tree's Message to Man," by Idah McGlone Gibson. Let me thank you very heartily for your courtesy in sending it to me.

H. S. GRAVES, Forester.

B 166—Another Encomium

Columbus, O., Dec. 21.—Editor HARDWOOD RECORD: We thank you most kindly for the copy of "The Tree's Message to Man." It is a beautiful work from every standpoint.

THE DOMESTIC LUMBER COMPANY,
J. W. Taylor.

B 167—Criticises Walker's Market Reports

Columbus, O., Dec. 26.—Editor HARDWOOD RECORD: Please construe this letter as constructive criticism, and note that I have before me Walker's Monthly Market Report, dated Dec. 20, 1911. I turn to "Current selling prices on car lots to retail and factory trade f. o. b. cars Detroit," which purports to be the average prices at which hardwoods are selling in that market. Now take up the item of ash as it quotes:

4/4 1 & 2	$44.00
5/4 1 & 2	49.00
6/4 1 & 2	50.00
8/4 1 & 2	53.00
10/4 1 & 2	60.00
12/4 1 & 2	60.00
16/4 1 & 2	65.00
4/4 No. 1 common	28.50
5/4 No. 1 common	30.50
6/4 No. 1 common	31.50
8/4 No. 1 common	33.50
10/4 No. 1 common	39.50
12/4 No. 1 common	39.50
16/4 No. 1 common	43.50

The above does not represent anywhere near what the retail and factory trade are paying for that ash. We have sold in the last three weeks fifteen carloads as follows:

8/4 1s & 2s	$56.00
10/4 1s & 2s	65.00
12/4 1s & 2s	67.00
16/4 1s & 2s	69.00

with $20.00 less for No. 1 common.

These lists that fall in the hands of buyers and uninitiated sellers have influence and ought to always represent the actual conditions. See if you cannot get Mr. Walker to see the error of his way and not publish prices unless they are representative of facts at the time published.

We trust that Walker will not fall into the habit of publishing this class of misinformation, and hope that you can help him get at the facts. He no doubt did the best he could from the data at hand.

There will only be one successful price current and that is the one compiled by the government through the Sales Managers Association plan.

We are selling to brother wholesalers 4/4 1 & 2 ash $48.50 delivered Detroit. ———.

B 168—Temperature and Humidity of Dry-Kilns

CINCINNATI, O., Dec. 19. Editor HARDWOOD RECORD: Please advise at what temperature and humidity dry-kilns should be operated from beginning of drying to finish on 4/4, 5/4 and 6/4 plain and quartered oak, and birch.

THE PEAL MANUFACTURING COMPANY.

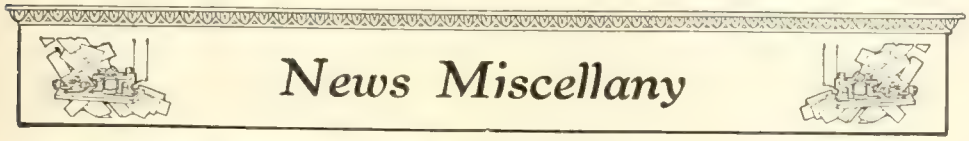
The above inquirer has been informed that the writer has no practical knowledge on the subject of either the necessary temperature or humidity required for dry-kilning processes. However, the best authori-

ties of which he knows advise that the initial temperature in correct seasoning of any variety or thickness of oak or birch should start off at approximately eighty degrees and be gradually increased as the drying progresses, and eventually finish at not to exceed one hundred eighty degrees. The necessary humidity would vary materially in the type of kiln employed and by the outside atmospheric conditions.—EDITOR.

B 169—In Market for Oak Flitch

FRANKLIN, O., Jan. 5. Editor HARDWOOD RECORD: I would like to be placed in communication with firms having quartered oak flitch for sale.

The above letter is from a sawed veneer producer, and any of HARDWOOD RECORD'S clients wishing the address can have it by referring to B 169, this office.—EDITOR.



Annual St. Louis Lumbermen's Exchange

The Lumbermen's Exchange of St. Louis held its annual caucus and banquet at the Missouri Athletic Club, on the evening of Dec. 28. The attendance of members of the exchange and guests was large. The program was an entertaining one.

After the banquet President Roland F. Krebs read his annual address. He stated that several guests had been invited but had been unable to be present. Among them were Harbor Commissioner Hellmich and Building Commissioner McKelvey. He then read a telegram from W. W. Dings, sent from Eldorado, Tex., stating that he regretted being so far away but that business had called him. A letter was also read from Lloyd G. Harris, in which it was stated that his health prevented his attendance.

Following the reading of Secretary George McBlair's report, President Krebs mentioned the fight that was being made on the increase in freight rates and the effort being made to put them back to where they were several months ago and followed his remarks by introducing Thos. E. Powe, chairman of the traffic committee.

Mr. Powe, before giving a resume of the freight rate situation, said that the holidays and a new family had prevented his making a more complete report.

During his remarks Mr. Powe said that the lumbermen's side of the freight rate controversy would be heard on Jan. 25 and also stated that additional funds to help defray expenses would be received either by Secretary McBlair or himself. He also suggested a more vigorous advertising campaign for wood as against steel and presented several statistics from HARDWOOD RECORD to show that steel cars were really not as safe as wooden ones, notwithstanding that the majority of people believed the contrary.

A committee to nominate candidates for the officers for 1912 composed of Thos. W. Fry, Franz Waldstein, F. C. Moore and Geo. H. Cottrill was named and it retired to make the slates.

During its absence, James E. Gatewood spoke on the persecution and prosecution of the lumber industry throughout the country and read the resolutions adopted by the Board of Directors of the Lumbermen's Club of St. Louis on Oct. 17. He told of the publicity given the resolutions and then analyzed the Sherman anti-trust law.

When Mr. Gatewood had finished, the resolutions were unanimously adopted by the exchange.

The nominating committee having returned, made their report, which was as follows. Two tickets were nominated:

Thos. E. Powe..	President.....	Al. Johanning.
Al Johanning...	Vice President.	Thos. E. Powe.
Roland F. Krebs.	Director.....	Roland F. Krebs.
Julius Seidel...	Director.....	Julius Seidel.
Franz Waldstein.	Director.....	F. H. Smith.
W. W. Milne....	Director.....	J. R. Massengale.
Frank C. Moore..	Director.....	L. E. Cornelius.
Chas. E. Thomas.	Director.....	Wm. Lothman, Jr.
E. H. Luehrmann.	Director.....	W. R. Chivvis
Geo. H. Cottrill..	Arbitrator....	C. L. Culler.
C. H. C. Beckers.	Arbitrator....	Thos. Noser.
H. Teckemeyer..	Arbitrator....	Leo Buder.
J. A. Reheis.....	Arbitrator....	H. A. Boeckeler.
Frank Gram.....	Arbitrator....	C. D. Borrowman.

The report of the committee was unanimously adopted.

H. A. Boeckeler here introduced a resolution touching the completion of the municipal free bridge. It was generally discused pro and con and after being variously amended, it was finally referred to the Board of Directors for consideration.

The exchange unanimously voted to pledge to the fund being raised to bring the Democratic National Convention to St. Louis, $5.00 for each member.

After a motion was made and unanimously carried, that a rising vote of thanks be given to President Krebs for the work he had done for the exchange during his term of office, the meeting adjourned.

* * *

At the annual election of officers of the exchange, held in its rooms in the Wright building, Tuesday, Jan. 2, Thos. E. Powe, president of the Powe Lumber Company, was elected president and Alfred W. Johanning, president of the A. Johanning Lumber Company, was elected vice-president. The election was one of the most spirited held in many years and the result was very close.

The board of directors named were: Roland F. Krebs, Franz Waldstein, Charles E. Thomas, W. W. Milne, Edward H. Luehrmann, Julius Seidel and Frank C. Moore. The arbitrators elected were: George H. Cottrill, C. H. L. Beckers, Harry W. Teckemeyer, J. A. Reheis and Frank Gram.

Meeting Memphis Lumbermen's Club

The first meeting of the Lumbermen's Club of Memphis for 1912 was held at Hotel Gayoso Jan. 6 with sixty-six members and visitors present and witnessed the installation of the new officers. Ex-President Stark and Secretary-Treasurer J. R. McFadden submitted reports covering the past year, and the new president, F. B. Robertson, on taking the chair proposed a rising vote of thanks to the retiring administration for the splendid manner in which they had fulfilled their duties during 1911. Following this, he named the standing committees for 1912, which are as follows:

LAW AND INSURANCE—J. W. Rush, chairman; F. E. Gary, W. E. Nickey, J. R. Bailey and Sam Burgess.

ENTERTAINMENT—J. W. Dickson, chairman; W. A. Ransom, S. C. Major, F. E. Stonebraker and R. J. Lockwood.

INFORMATION—M. B. Cooper, chairman; J. W. McClure, L. W. Ford, F. W. Dugen and D. F. Heuer.

MEMBERSHIP—W. A. Stark, chairman; J. F. McSweyn, C. C. Lattaner, J. S. Morris and Harry Stimson.

PUBLICITY—C. G. Kadler, George C. Ehemann, R. Sondheimer, James Thompson and E. W. Tschudy.

RESOLUTIONS—George W. Fooshe, W. R. Barksdale, J. W. Wyatt, A. S. Fritchey and F. C. Zupke.

RULE AND RAIL—C. D. Hendrickson, James E. Stark, W. B. Morgan, Frank May and C. M. Kellogg.

STATISTICS—George O. Friedel, O. M. Krebs, J. R. McFadden, D. D. Nellis and G. E. Bailey.

Very little new business was transacted. One application for membership was received and referred to the proper committee. Several communications were read, one being an invitation to attend the meeting of the Indiana Hardwood Lumber Association, and another to attend the annual banquet of the Nashville Lumbermen's Club.

A committee was appointed to co-operate with similar committees from other organizations in arranging a fitting celebration of the opening of the new Union Passenger Station, while another committee was appointed to work with other committees to secure the wagonway on the new bridge across the Mississippi to be built by the Rock Island System.

The question of securing permanent quarters for the club was disposed of by the prompt making of a motion looking to the re-opening of this matter.

Annual Re-Union Philadelphia Exchange

The Lumbermen's Exchange of Philadelphia held its usual jollification at the close of the year, on the afternoon of Dec. 30, in the Griffith hall. It was largely attended, and the entertainment provided was greatly enjoyed by everyone present. A finely appointed luncheon was announced at twelve o'clock, which was followed by rag time music on the piano by Prof. Adams. Next on the program came Joe Lanigan (the skinny comedian), who convulsed his hearers with his inimitable comic songs and recitations. A noted ventriloquist then appeared on the scene to astound the audience with his most incredible vocal feats. As a wind up "Agosten," king of cards, who as a performer of tricks has no equal, made an exhibition of his powers, to the consternation of the onlookers.

The entertainment was a rousing success for which great credit is due the office and entertainment committee, composed of George A. Howes, chairman; James A. Richardson, George Rodgmen, Killam E. Bennett and Joseph P. Comegys.

Annual National Wholesale Lumber Dealers' Association

At the meeting of the trustees of the National Wholesale Lumber Dealers' Association held at New York on Dec. 21, it was unanimously voted to hold the next annual meeting of the organization at Louisville, Ky., on Wednesday and Thursday, March 6 and 7. The trustees received a number of invitations from several other cities, but after considering the matter most carefully, believed the best interests of the organization would be served by holding the meeting at Louisville.

The members of the association in that city, headed by T. M. Brown, president of the Louisville Hardwood Club, were energetic in their efforts to secure the meeting for Louisville, and as a result the advantages set forth for his home town by this gentleman and his confreres caused the trustees to decide definitely on the Falls City as the place of meeting. This next meeting of the association will be the twentieth annual.

The reports submitted to the trustees at the meeting noted were very interesting, and showed that much progress has been made since the last annual meeting held at Washington. This sterling association, which has always steadily advanced and kept pace with the progress of the lumber trade, shows as usual a substantial increase in membership during the last year. The entire board of trustees was present at the meeting.

Both the association and the lumber contingent of Louisville are to be congratulated on having this important meeting held at the Falls City.

Change in Name Only

The wholesale timber merchandising house of Wistar, Underhill & Co., of the Real Estate Trust building, Philadelphia, on Feb. 1 will change its title to that of Wistar, Underhill & Nixon.

This amendment in name involves no change in the personnel of the concern, as T. N. Nixon has been associated with R. W. Wistar and F. S. Underhill under the old title for the past five years, and the change is made simply to give Mr. Nixon the additional recognition in the concern, which he so fully deserves by reason of his abilities and hard work.

New York Has New Wholesale Hardwood House

The Sumner Lumber Company is the name of a new wholesale hardwood company which started off in this line of trade with headquarters at 50 Church street, New York City, in the Hudson Terminal building, on Jan. 1. This corporation is headed by Ralph E. Sumner, president, with Herbert E. Sumner as secretary and treasurer. These two gentlemen, father and son, it will be recalled, have long been identified with Hamilton H. Salmon & Co., New York, and make this new departure feeling that they can better themselves by doing business as a separate institution.

The company will specialize in quartered and plain gum, quartered and plain oak, quartered and plain poplar, maple, birch, beech, cherry, chestnut, cypress, elm, bay poplar, cottonwood, ash and hickory.

New Departure of Lumber Sales Managers' Association

Secretary E. H. Klann of the Lumber Sales Managers' Association, with offices in Masonic Temple, announces that at the last meeting of the Board of Directors, it was decided to open a new department to be known as the Lumber Exchange Bureau. In this bureau it is the intention to keep on file at the secretary's office a list of both surplus and regular stocks of lumber. The secretary will not send out circulars covering stock lists, but will supply such information upon request from members. All members are requested to list surplus or regular stock with the secretary.

The Board also decided to allow non-member mills to list their stock with the association in order to give members a wider field for their requirements.

Change in Name and Officers

The lumber business heretofore conducted by H. H. Hitt at Falkville, Ala. has been reorganized into a stock company with a paid in capital of $250,000. H. H. Hitt becomes president and general manager of the new institution; A. C. Smith, Jr., vice-president; F. R. Seeley, secretary and treasurer; B. M. Nash, sales manager.

Mr. Hitt has manufactured hardwoods at Danville and Falkville, Ala. for the past two and a half years, and is well-known to the readers of Hardwood Record.

F. R. Seeley has had a large experience in lumber affairs, and for a number of years was in charge of the lumber department of the Stearns Lumber Company, Stearns, Ky., and for several years was general manager of the Santee River Cypress Lumber Company, Ferguson, S. C.

Mr. Nash, the sales manager, has been associated with Mr. Hitt in connection with manufacture and sales since the beginning of his operations in Alabama. For some time past he has been manager of one of the mills.

The company manufactures from its own timber tracts, and logs under contract along the Louisville & Nashville railroad, and along the [illegible] road to the central mill at Falkville, Ala., where the central offices are located.

The company has a modern band mill plant, and a complete planing mill, flooring factory and a hickory producing mill. It manufactures the [illegible] Virgin woods oak and poplar at the band mill formerly owned by the Bixby Lumber Company at Decatur, Ala., which is under contract to the H. H. Hitt Lumber Company.

In addition to these operations, the company has two circular mills and two stave mills, which it will operate, which in total will give it a large output of oak, poplar, hickory and staves. In addition some yellow pine and gum will be produced, but the largest percentage of output will be oak and poplar, in which the company specializes.

Death of Clarence L. Cross

In the death of Clarence L. Cross of Chicago on Dec. 31, 1911, the local lumber fraternity lost one of its most highly esteemed members. The deceased was one of the oldest members of the local lumber trade, and since his advent into the lumber business in Chicago has been known as the pioneer of the introduction of various woods, and as being most prominently connected with the cypress trade.

Mr. Cross had a remarkable acquaintance among the yard trade of the country, and every-



THE LATE CLARENCE L. CROSS.

where was highly esteemed for his good judgment, honest business tactics and straightforward way of dealing.

He was born in Binghamton, N. Y., Aug. 5, 1854, and came to Chicago with his mother in 1857. After passing through the old Chicago university, he entered the lumber yard office of T. W. Harvey of this city, at the age of seventeen. He continued with Mr. Harvey and ultimately was appointed secretary of the T. W. Harvey Lumber Company on its organization in 1882, continuing in this capacity until 1889, when he became head of the firm of Cross, Badger & Co., wholesale lumber dealers in Chicago. In 1878 Mr. Cross became interested in home development in Nebraska, and ultimately was associated with two partners owning with them fifteen yards scattered throughout the state. Since 1897 he conducted a wholesaling and commission cypress business in the Monadnock building, Chicago. His interests since that time have been devoted entirely to the introduction of cypress in which he was considered a foremost expert. He represented the Louisiana Red Cypress Company up to the time of his death, as well as handling a considerable amount of stock from various other large cypress mills.

A. J. Cross, son of the deceased, has been associated with his father for several years and will carry on the business under the style C. L. Cross.

Mr. Cross leaves besides his son, a widow and two daughters. He was closely associated with the social life of his town, Riverside, Ill., and was affiliated with the Episcopal church. He was a member of the Union League club of Chicago.

The funeral services were held at the Cross home on Wednesday, Jan. 3, there being in attendance a large number of the local lumber fraternity.

Building a Veneer Mill

The R. S. Bacon Veneer Company of Chicago has about completed a new veneer mill adjacent to its present office and wareroom site on North Ann street. The mill will be three stories high and will have a capacity of 10,000,000 feet of veneers a year. It is the intention of Mr. Bacon to ship all his mahogany, Circassian and other foreign woods direct to Chicago on through bills of lading for manufacture instead of shipping them to the present plant of the Bacon-Underwood Veneer Company at Mobile, Ala.

The new plant will be equipped with everything up-to-date in the line of machinery and labor saving devices. It will not be so large that the principals of the concern cannot give close personal attention to the quality of workmanship. It is their intention to lay particular stress upon fineness of manufacture. While the capacities of the machines will only supply the needs of the company, at the same time it is planning to accommodate the trade in special custom cutting that can be done without interfering with the regular business. The new plant will extend the company's present holdings to include 211 to 225 North Ann street.

Installs Hardwood Department

The Breitweiser & Wilson Company, with offices in the Oliver building, Pittsburgh, Pa., has recently added a hardwood department to its already extensive business. F. E. Smith, previously associated with the Palmer & Semans Lumber Company, will assume charge of the new department. Increased capital and enlarged office facilities will be provided. Mr. Smith has been actively associated with the hardwood business since 1899. He has gone through all phases of the lumber business, from the sawmill to a sales position, and comes to his new duties well equipped. Besides his connection with the Palmer & Semans company, he has been identified with several other prominent southern hardwood concerns.

Souvenirs From Wood-Mosaic Company

Among the late arrivals in calendars reaching the office of Hardwood Record are two most handsome works of art from the Wood-Mosaic Company, manufacturer of flooring, veneers and lumber at New Albany, Ind. One is entitled "Cruisers Making a Portage," which is reproduced by photo-color from an original painting by Philip R. Goodwin, and the second, "In Scottish Highlands," is a reproduction from an original painting by William Davies.

W. A. McLean's, president and general manager of the concern, artistic taste is reflected in the selection of the beautiful subjects.

Foreign Trade for November, 1911

Advance sheets published by the Department of Commerce and Labor show that the imports of wood goods and lumber during November, 1911, showed a considerable decrease from that month a year ago. The total value of importations of this class aggregated $4,535,000 this year and $5,208,000 in November, 1910.

In the cabinet woods, the value of all cedar imported during November, 1911, was but $36,107, a decrease of over forty per cent during the year. The value of mahogany imports, however, increased from $304,906 to $377,706, while the value of logs and round timber brought to this country in November, 1911, was $95,747, as against $305,324. The value of manufactured

lumber of various sizes as imported into the United States decreased from $1,993,534 in 1910 to $1,484,364 in November, 1911. Of this the bulk was imported from Canada. The total value of the wood pulp importation in November, 1911, was $999,767 as against $1,304,214 in November, 1910.

The value of all saw logs exported during the past November was $141,253 as against $196,131 in 1910. Of this the most important were hickory, oak and walnut. The export value of timbers, both sawn and hewn, aggregated $534,438 this year, a decrease of $65,500 during the year. The United Kingdom took the bulk of this. The total value of manufactured lumber including boards, planks and deals, as exported from the United States in November, 1911, was $4,368,796, an increase of $1,100,000 over the export trade in November, 1910. This includes all hard and soft wood in various dimensions and classes of manufacture. Among consuming countries the United Kingdom ranked easily first, with Canada second. The foreign consumption of American shingles increased from November, 1910, to November, 1911, over $9,000 and totaled in 1911 $15,610. The export trade in shooks, staves and headings, showed rather marked decreases in quantity and value during the year, while the value of sash, doors and blinds shipped



E. W. HILL, PRESIDENT OF THE HILL BROTHERS TIE & LUMBER CO., CHARLESTON, W. VA.

to other countries was almost doubled. There was a decrease in the value of furniture exports during 1911 from $564,026 to $471,436. The total value of exports of wood and manufactures of wood was $7,239,862 in November, 1911, and $6,441,828 in November, 1910.

New Tie and Lumber Company

Growing out of the original partnership established a year or more ago by the Hill brothers, with headquarters at Columbus, O., has been incorporated the Hill Brothers Tie & Lumber Company, with headquarters at Charleston, W. Va., in the Alderson-Stephenson building. The incorporators of the company are E. W. Hill, president, formerly inspector for the Hardwood Manufacturers' Association of the United States; J. V. Hill, vice-president and general manager, formerly chief inspector of the same association; G. S. Hill, secretary and treasurer, formerly with the Lamb-Fish Lumber Company, Charleston, Miss.; Miss Vernon J. Elder, assistant to General Manager Hill; Charles M. Bynner and Alta Bynner, formerly of Columbus, O.

The company is organized for the purpose of manufacturing railroad ties and timber, and in doing a general wholesale lumber business. The present mills of the company are located near Maynor, W. Va., on the Virginian railroad, at which place the company has a branch office

Court Denies Application of Eastern Associations

In the case of the government vs. the Eastern States Retail Lumber Dealers Association, et al, for alleged violation of the Sherman anti-trust law, Judge Coxe of the United States district court on Jan. 4 denied the application of the lumber associations to have the testimony in this suit taken in open court, a point for which the associations have been strongly contending. The testimony will therefore be taken before a commissioner and, when completed, will be presented to the three circuit court judges for trial and decision. In denying the application, Judge Coxe stated that he refused it because it would create a precedent which, if followed, would result in a hopeless congestion of the business of the court. It seems that all such cases are invariably heard by a commissioner; hence the decision of the court is simply in line with regular procedure; but it seems too bad that such is the case, for the reason that the taking of testimony in this way involves much greater expense and hardship upon the defendant, as well as eliminating many benefits to be derived through the personality, etc. of witnesses before the entire court.

The next step in the suit will be the appointment of a commissioner to proceed.

"It's Good To Be Remembered"

Many engaged in the hardwood industry have openly demonstrated that they have the welfare of their fellow-workers at heart as expressed in the many Christmas and New Year's cards they have sent out, and among those received by HARDWOOD RECORD are from the following: E. C. Atkins & Co. Inc., Indianapolis, Ind., Mitchell Brothers Company, Cadillac, Mich., Tennessee Oak Flooring Company, Nashville, Tenn., Simonds Manufacturing Company, Fitchburg, Mass., Riemeier Bros. & Cummings, Evansville, Ind.

The ever welcome and useful memorandum books, handsomely bound in red or black leather have reached us from Russe & Burgess, Inc., Memphis, Tenn., Cherry River Boom & Lumber Company, Scranton, Pa., R. S. Bacon Veneer Company, Chicago, and Louis Wuichet, Chicago.

A novelty in the way of a Christmas remembrance is a ten year, prettily decorated desk calendar from the M. B. Farrin Lumber Company, Cincinnati, Ohio.

Then there is the ever-handy desk pad from Scatcherd & Son, Buffalo, N. Y., containing fifty-two sheets, each divided into the six working days of the week.

The Anderson-Tully Company, Memphis, Tenn. has assisted in beautifying the editor's sanctum by presenting him with a handsome inkwell reposing in a miniature log made of brass

Beautiful calendars were received from:

Geo. C. Brown & Co., Memphis, Tenn., entitled "In the Days of Auld Lang Syne"; Robert Black & Co., Bay City, Mich., "Trailing Arbutus"; "Lady Caprice," from the John Dulweber Company, Cincinnati, O.; John M. Woods & Co., East Cambridge, Mass. and Memphis, Tenn.; "Monarchs of the Forest," from the Holley-Baker Lumber Co., Sikeston, Mo.; "Sunset Near Land's End, England," from Chas. K. Parry & Co., Philadelphia, Pa.; "A Chat by the Wayside" from the Anderson-Tully Company, Memphis, Tenn. Other beauties from the Estabrook-Skeele Lumber Company, Chicago; John W. Coles, Philadelphia, Pa.; "Sunset over the Hill" from the R. E. Wood Lumber Company, Baltimore, Md.; Barker & Co., New Haven, Conn. and Boston, Mass. and from the Southern Pine Company of Georgia, Savannah, Ga.

Weekly calendars have reached us from the Holley-Matthews Manufacturing Company, Sikeston, Mo. and from Wistar, Underhill & Nixon, Philadelphia, Pa.

Other calendars have reached HARDWOOD RECORD'S office from the Huddleston-Marsh Lumber Company, dealer in foreign and domestic fancy woods, veneers and glued-up stock, Chicago, Ill., and "Rosetime," from The Prescott Company, manufacturer of sawmill machinery, Menominee, Mich.

Russia's Timber Export

Second among Russia's exports are shipments of timber, which, according to late consular reports, are increasing yearly. In 1909 the amount was 6,872,161 tons, value $65,066,645. Last year it was 6,696,338 tons, value $70,879,450. Deals, battens and boards to the value of $43,239,915 were included in this total. Great Britain took $29,914,805 worth; Germany, $19,934,620; Netherlands, $5,297,290; France, $2,869,065; Belgium, $2,505,990.

A New Mechanical Tree Felling Device

A writer in Scientific American says that attempts have been made from time to time to fell trees with a wire heated by electricity, but so far these have not given satisfactory results.

A Berlin inventor, Hugo Gantke, has recently designed a simple device for the mechanical felling of trees, in which the trunks are cut by the friction of an ordinary eighteen-gauge steel wire. It is alleged that a practical test has



J. V. HILL, VICE-PRESIDENT AND GENERAL MANAGER, HILL BROTHERS TIE & LUMBER CO., CHARLESTON, W. VA.

demonstrated that it is able to fell a twenty-inch tree in six minutes. The steel wire, driven by an electric motor, is heated so intensely by friction on the wood as to burn a thin carbonized kerf, which is both smoother and cleaner than the cut of a saw. The charcoal layer adhering to the trunk is extremely thin and allows the structure and any disease of the wood to be distinctly recognized. It enables the tree to be marked with chalk, and at the same time tends to preserve any trunks that may be temporarily left in the woods.

The writer states that this felling machine will work freely even on the largest trees without requiring any wedges to be inserted into the cut; for instead of any sawdust there is only smoke and steam, and hence there is no danger of the cut becoming obstructed. It enables the operator to cut the trees very close to the ground.

A new piece of steel wire costing but a few cents is taken for each cut, and there is no loss of time such as is involved in hand labor between cuts, or time taken for the sharpening of saws. Only one man is required to operate the machine against two men working with

crosscut saws. The larger the tree, the higher is the relative cutting speed.

When electricity is not immediately available it can be generated by existing steam or water power plants, or frequently it is found advantageous to use a portable power-plant consisting of a ten horsepower gasoline motor and dynamo, which may be installed temporarily in a central location. A flexible cable is used to connect the dynamo with the felling machine, which is mounted on a two wheel truck.

It is possible that this device may be operated successfully in some timber areas, but as a general proposition it is doubtful if it offers any economical advantages over a good cross-cut saw actuated by two husky felling experts.

Wooden Tops Popular

Makers of spinning tops in the United States have a new field in which to dispose of their output. The old-fashioned wooden toy of American commerce is in demand in the Maltese islands where, according to the United States consul at Malta, James O. Laing, the game of peg-top has become very popular among the boys. Tops sent to that country should be made from strong, hard-grained wood, as they are subjected to very hard usage. Those most commonly used are spun with a string and sell at one to four cents each.

Miscellaneous Notes

The Western Silo Company, Des Moines, Ia., has increased its capital stock to $100,000.

The Virginia Hardwood Lumber Company, York, Pa., has recently gone out of business.

The Barker Lumber Company, Delavan, Wis., has increased its capital stock from $100,000 to $200,000.

The Hon-Tomlinson Lumber Company, Winchester, Ky., has increased its capital stock to $100,000.

The Rex Buggy Company, Connersville, Ind., has increased its authorized capital stock to $150,000.

The J. Neils Lumber Company, Cass Lake, Minn., has increased its capital stock to $1,500,000.

The Consolidated Saw Mills Company, St. Louis, Mo., has been re-incorporated under Missouri laws, and has increased its capital stock to $250,000.

The Chas. Neimeyer Hardwood Lumber Company, Okolona, Ark., has been incorporated with a capital stock of $75,000.

The Kingston Wood-Working Company, Kingston, N. Y., has been incorporated with a capital stock of $10,000.

M. J. Epley Lumber Company, Hattiesburg, Miss., has been incorporated with an authorized capital stock of $10,000.

The Anderson Veneer & Saw Mill, Louisville, Ky., has been succeeded by the Anderson Veneer & Saw Mill Company, Inc.

The Shevlin-Mathieu Lumber Company, Baudette, Minn., has increased its capital stock from $300,000 to $1,300,000.

The Mount Winans Millwork & Lumber Company has begun the manufacture of cabinet work at Mount Winans, Md.

Fire recently destroyed the lumber yard of Cowan & Mitchell, Grand Prairie, Tex., entailing a loss of about $15,000.

The Shawmut Lumber Company, Shawmut, Ala., has been incorporated with a capital stock of $500,000 to manufacture lumber.

The Red River Cottonwood Company, Little River, Ark., has been incorporated with an authorized capital stock of $25,000.

L. B. Coughlin, who has conducted a lumber yard at Spring Hill, Mass., has been succeeded by the R. B. Lumber Company, capitalized at $25,000.

The W. H. Russell Company, Bridgewater, Mass., has been incorporated with a capital stock of $20,000, and will manufacture automobiles.

The Northern Hardwood Company has recently begun the manufacture of hardwood lumber with offices at Memphis, Tenn., and mill at Richey, Miss.

The Schreiber Manufacturing Company, manufacturer of agricultural implements, Hammond, Ind., has increased its authorized capital stock to $50,000.

The Selfcedo Brush Company, Taunton, Mass., has been incorporated with a capital stock of $20,000 by John J. Gottschalk, Ole C. Sylvester and Joseph W. Birns.

Lem A. Carner has been appointed receiver for the Walter Cabinet Company of Wayland, Mich. The factory has been started after a three weeks' shut-down to clean up stock on hand and complete kitchen cabinets partly finished.

The Edwards & Wharton Lumber Company, Aledo, Ill., has been incorporated with a capital stock of $10,000 to deal in lumber, paints, varnishes, farm implements, etc. The incorporators are H. W. Edwards, W. A. Wharton and J. I. Edwards.

The Tunis-Cockey Lumber Company, Philadelphia, Pa., has been incorporated with a capital stock of $25,000 to manufacture, produce and deal in timber and lumber. The incorporators are Robert W. Tunis and John H. T. Cockey, Philadelphia, and Harry W. Davis of Wilmington, Del.

H. D. Timmons, who has been engaged in the lumber business in Waxahachie, Tex., for twenty-one years, recently sold out to D. H. Thompson. The consideration was about $20,000. Mr. Thompson has become associated with A. D. Timmons of Houston and R. C. Johnston of Waxahachie.

The Crown Hardwood Company, Seattle, Wash., has been incorporated with a capital stock of $1,000,000. The new company proposes to do a general land business. The trustees are J. A. McRachran of Spokane, E. J. Jane of Seattle and John Henry Kern of Moose Jaw, Saskatchewan, Canada.

E. L. Page of New Orleans, La., has sold all the hardwood timber on his Ravenswood plantation in Pointe Coupee parish to Porter Brothers of Natchez, Miss. The timberland has an area of 2,000 acres and abounds in cottonwood, gum, ash and other hardwoods. The purchaser will erect a sawmill on the property, and will begin cutting the timber as soon as possible.

Hardwood News Notes

CHICAGO

W. J. Wagstaff of Oshkosh, Wis., visited HARDWOOD RECORD offices during a trip to Chicago last week.

The board of directors of the Chicago Lumbermen's Association met at the association headquarters in the Rector building on Jan. 8 to arrange for the coming annual gathering of that body. It was decided to hold a dinner in the red room of the La Salle hotel at 6:30 on Jan. 15. The dinner will be followed by a short business meeting in which the members will elect board of directors, board of arbitration and committee on appeals. Various features for the entertainment of the members have also been arranged.

HARDWOOD RECORD acknowledges a call on Dec. 22 from J. B. Finley, manager of the Ohio Valley Bending Company, Parkersburg, W. Va. Mr. Finley, in addition to carriage woodwork production, is just putting in a broom handle and dimension plant in connection with his operation.

James Downs, hardwood lumber manufacturer of Rochester, Ind., was a Chicago visitor on Jan. 3, at which time he marketed a considerable portion of his hardwood stock.

John J. Rumbarger of the John J. Rumbarger Lumber Company, 418 Perry building, Philadelphia, Pa., spent a few days in Chicago last week, and succeeded in bagging several very substantial orders for chestnut. This is Mr. Rumbarger's first visit to this city since the World's Fair period.

HARDWOOD RECORD acknowledges a call on Jan. 1 from H. G. Sheldon, Fremont, O., and E. M. Sprague of Cincinnati, O., of the Edward Hines Lumber Company sales staff.

T. H. Kelly, sales manager of the Grand Rapids Veneer Works, spent Jan. 5 in Chicago, en route home from a trip to the plants of The Madera Company in Madera, Chihuahua province, Mexico. This company is a very extensive manufacturer of yellow pine, a variety which resembles, to a considerable extent, the white pine of the North, and is botanically known as *Pinus ponderosa*. Mr. Kelly sold this company for its Pearson plant twenty feet of the Grand Rapids type of kilns, 23x133 feet in size. This is one of the largest dry-kiln orders ever placed, and Mr. Kelly and his principals are to be congratulated on the sale.

Mr. and Mrs. J. C. Howe, Wabash, Ark., are being felicitated by their friends on their New Year's present represented in their first nine-pound girl baby. Mr. Howe is a member of the Howe Lumber Company, which operates a large hardwood band mill at the above point.

A holiday greeting has reached Mr. and Mrs. E. H. Klann in the way of a new girl baby. Mr. Klann is the well-known Chicago jobber, and secretary of the Lumber Sales Managers' Association, with offices in the Masonic Temple, and is being deluged with congratulations from his friends.

The American lumber importing house of Auguste Brants & Co., advises that for purposes of an extension of its business it has moved its offices to 48 Rue du Rossignol, Antwerp, Belgium.

J. F. Mingea, Chicago manager, in the Fisher building, of the Faust Brothers Lumber Company of Paducah, Ky., spent the week before the holidays at the Cairo and Brookport, Ill., yards of the company, getting a line on the concern's present stocks of hardwoods. Mr. Mingea anticipates a very good business during 1912, and his company has prepared for it, as it will start the new year with more than 2,500,000 feet of poplar and oak in yard, all of which is in good shipping condition. During November and December the company put 400,000 feet of plain and quartered red oak on sticks, which will average seventy-five per cent ten inches and wider.

The Huddleston-Marsh Lumber Company, wholesaler and retailer of mahogany and fancy woods, has just received two cars of unusually well figured mahogany veneer. A portion of this veneer possesses a figure, the equal of which is seldom seen.

Division C of the Chicago Lumbermen's Association, composed of the hardwood wholesalers, held an informal "Dutch treat" for its members in the form of a luncheon at the Boston Oyster House on Jan. 9. It is intended to make such meetings regular features of the various divisions of the association.

W. M. Stephenson, traveling representative of

the Hoo-Hoo, stopped in Chicago, Jan. 4, en route from St. Paul to Toledo.

J. M. Attley of J. M. Attley & Co. of this city is at the company's mills at Sagola, Mich.

Gus Heinemann of the B. Heinemann Company of Wausau, Wis., was one of the local callers during the past week. He was on his way home from the South.

C. P. Jennings of the Berthold & Jennings Lumber Company, St. Louis, Mo., was in Chicago last week getting R. A. Hastings, his new local representative, established.

W. E. Johns of the new Johns-Mowbray-Nelson Company of Cincinnati has been doing business in this city for several days.

W. J. Foy of the McShane Lumber Company of Omaha was in the city recently.

Horace Black, manager of the Petros Lumber Company of Petros, Tenn., the sawmill branch of the Fred W. Black Lumber Company, left Chicago for the South Jan. 5, after a week in the city.

A. W. Lucas, head of the Lucas Land & Lumber Company, Paducah, Ky., spent several days last week in the city on business.

P. E. Gilbert, formerly prominently connected with Memphis hardwood houses, has just accepted the position of sales manager for the Wisconsin Lumber Company of Chicago.

G. H. Holloway of Schultz, Holloway & Co. returned on Jan. 6 from a several days' selling trip to St. Louis. Mr. Holloway reports cottonwood and No. 1 common gum increasing in demand steadily.

C. G. Powell of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., was in the city on Jan. 5 in conference with his local representative.

E. E. Skeele of the Estabrook-Skeele Lumber Company, left on Jan. 3 for a hurry up business trip to Cairo, Ill. J. S. Estabrook left the same date for St. Louis, to be gone several days.

George W. Smith of the A. H. Kayser Lumber Company, Madison, Wis., was in town on business the early part of last week

Edward Hammer of Hammer Brothers, Hillsboro, Wis., spent several days in the city recently.

NEW YORK

In the case of the government against the Eastern States Retail Lumber Dealers' Association and its component associations for alleged violation of the Sherman law, arrangements have been made with the court for a hearing this week as to the manner of taking testimony in the trial. The lumber associations will contend strongly for a hearing in open court before a full bench, but it is understood that the government will insist upon taking the testimony before a referee for ultimate presentation to the court. The lumber associations feel that the suit is not based upon legitimate facts, and that the trial in any other way but in open court is prejudicial to fairness as far as the lumbermen are concerned.

A petition in bankruptcy has been filed against the John McClave Company, wholesale lumber dealer of 1182 Broadway, showing liabilities of $7,000 and assets, $900. The company was incorporated in July, 1909, with a capital of $25,000 and was headed by John McClave, who was formerly treasurer of the McClave Lumber Company, from which he resigned in 1909.

Petition in bankruptcy has been filed against the Moore Lumber Company, 99 Nassau street, and James A. Moore, lumber dealer, the same address, who is president of the lumber company. Liabilities were estimated at $30,000 and assets $5,000 in each petition. F. J. Waldeyer has been appointed receiver in both cases.

This week Sales Manager Van W. Tyler of the Manufacturers' Lumber Company, 17 Battery place, left here in company with a corps of salesmen and department managers of the New York, Buffalo, Chicago and Canadian branches of the company for the annual inspection tour of the Hugh McLean Lumber Company's operations at Chattanooga, Birmingham and Memphis. This is an annual event extended by the company, for the purpose of thoroughly acquainting its sales representatives with the character and efficiency of operation and method of production.

Fire on the night of Jan. 1 wiped out the mill-work factory of the Hudson Wood-Working Company at Bedford Park, N. Y., and destroyed considerable lumber belonging to Church E. Gates & Co. The total loss was about $21,000, of which Church E. Gates & Co. suffered $1,000.

A. S. Olmstead of the Floyd-Olmstead Company of Philadelphia, and branch office New York City, has sold out his interest in that company, to assume the management of the white pine and hardwood department for the Barker-Bond Lumber Company, wholesaler at 29 Broadway, city.

Keith Price of Price & Pierce, London, England, lumber merchants, recently arrived in this city for a business tour of American producing points.

The Seacoast Lumber Company, wholesale cypress, 1 Madison avenue, recently acquired the entire output of cypress manufactured by the Greenville Yellow Pine Company of Greenville, Fla.

Norman B. Coster of Price & Coster, 52 Broadway, left Dec. 22 for Havana and other Cuban points, where the firm is cutting cedar and mahogany for the American markets.

BUFFALO

The A. J. Chestnut Lumber Company filed a certificate of incorporation on Jan. 2, with capital of $150,000. The directors are Albert J. Chestnut, Edwin B. Lott, Anna C. Bangert, James Chestnut and Ernest F. Runnels. The company succeeds the firm of Chestnut & Slaght, C. C. Slaght retiring entirely on family considerations. The firm has been in the hardwood trade for eight years. Mr. Slaght, having the Pennsylvania sawmill interest to look after, was kept almost constantly away from his family. Mr. Chestnut is president of the new company.

The Chamber of Commerce election takes place on Jan. 10 and one of the nominees for president is O. E. Yeager, who has been first vice-president and has given much of his time to the interests of the chamber and the city.

The Gaffney Wood Products Company of Bradford, Pa., has purchased 1,700 acres of hardwood timber at Cartwrights, Pa., and will utilize the wood at its chemical factory at Nansen, near Kane, Pa., thus securing material to keep running for several years there.

The annual automobile show the first week of this month brought out exhibits from fifty manufacturers and was spoken of as the best in the country, outside of New York and Chicago.

Hugh McLean went on a southern trip on legal and other business early in the month in connection with the Memphis mill. R. D. McLean is back at his desk again, after a stormy passage from Europe on the Campania.

J. W. Welsh of the Buffalo Hardwood Lumber Company, has returned from a trip through Ohio and Kentucky on business for the company, finding lumber conditions about as good in Buffalo as elsewhere.

F. W. Vetter states that the basswood trade at his yard has been looking up lately, a large block having been sold last month, which brought the month's figures up to very good proportions.

H. A. Stewart reports having shipped out quite an amount of poplar and other hardwoods from I. N. Stewart's West Virginia yard, from which he returned this month after a six weeks' stay

G. Elias has returned from an eastern trip on business. The office reports the hardwood trade as rather quiet, but is looking for improvement and a fair amount of activity during the year.

Blakeslee, Perrin & Darling state that their trade is about up to normal thus far this year. Prospects for 1912 trade are considered bright.

Trade has been very good lately at the yards of T. Sullivan & Co., as compared with last year's start. Maple is one of the leaders and prices are said to be growing still firmer, with birch also strong.

James A. White, president of the National Hardwood Company, has returned from a trip to New York with his family. Various hardwoods, including maple and birch, are in fair demand at the yard.

Anthony Miller reports trade as only moderate during December, but business has picked up and he looks for a year of comparatively good results in hardwoods.

PHILADELPHIA

The Lumbermens' Exchange of Philadelphia held its regular monthly meeting on Jan. 4. After the reading of the minutes of the previous meeting, Frederick S. Underhill, chairman of the Panama Canal Committee, reported that at a meeting held by his committee, it was resolved that the chairman confer with other trade organizations and request the appointment by them of a similar committee of five members, the chairman of each of the committees to constitute a joint committee to devise ways and means to be taken up and carried out by the rest of the several committees. A request was made and carried to the effect that the Lumbermen's Exchange recommend to the United States Senate, the adoption of the Arbitration Treaty now before that body, without amendment. The rest of the meeting was devoted to routine matters.

Horace A. Reeves, Jr., of R. B. Wheeler & Co., says things are moving along smoothly, and the business outlook is very promising.

John H. Schofield of Schofield Brothers, testifies to an advanced trading during the last few weeks. He is much pleased with totals for 1911, and reports their manufacturing business, at the Saltkeatchie Lumber Company, Schofield, S. C., making fine progress; also that their branch in Reading, Pa., has completed another successful year.

The Whiting Lumber Company is not disposed to criticize conditions, as it is getting business right along, with prospects of further increase in the near future.

Frederick S. Underhill of Wistar, Underhill & Co., is much encouraged at this time over prospects for 1912 trading. Their salesmen are decidedly encouraged over prospects in their respective territories. The firm style of Wistar-Underhill & Co., on Feb. 1 will be changed to Wistar, Underhill & Nixon.

The Kay Lumber Company was recently incorporated and will succeed the business carried on by Robert G. Kay for twenty-one years. The officers are: Robert G. Kay, president; John F. Rohrbach, vice-president, and Warren D. D. Smith, secretary and treasurer. Mr. Kay is one of the best known lumbermen in the eastern field and was at one time president of the Lumbermen's Exchange, also of the Philadelphia Wholesale Lumber Dealers' Association, of which latter organization he is now a director. Messrs. Rohrbach and Smith have been associated with Mr. Kay for a number of years.

Creditors filed a petition in the United States court, Dec. 26, to have the Millbourne Lumber Company of this city, adjudged an involuntary bankrupt. Creditors and their claims are: F. W. Unkel Lumber Company, $677.99; Charles P. Dyer, $204.25; J. Quincy Hunsicker, $10. On Dec. 27, Joseph P. Comegys of Barker-Bond Lumber Company and John C. Tennant of the

National Lumber Company, were appointed joint receivers.

The Francis Piano Company obtained a charter under Delaware laws, Dec. 23, with a capital stock of $250,000. The incorporators are H. O. Congdon, of Brooklyn, and Welcome W. Bender of Elizabeth, N. J.

PITTSBURGH

Roy Faulkner, who was eastern man for Bemis & Vosburgh for some years, has transferred his energies to W. W. Dempsey of Johnstown, Pa. He will work the Pittsburgh district for the present.

W. A. Schmitt, who was for several years in the employ of the Flint, Erving & Stoner Company as office man, has joined the West Virginia Lumber Company where he will be sales manager. The latter has added two new salesmen and otherwise is getting things in shape for a big year's business.

B. W. Cross, who recently opened a Pittsburgh office in the Oliver building for the Thomas E. Coale Lumber Company of Philadelphia, spent a few days last week at the home office at Philadelphia. This company is especially well equipped to do a big business and will work the Pittsburgh district hard.

The Duquesne Lumber Company is getting under fine headway in the Columbia bank building. Its force of salesmen has been increased by taking over Mr. Havlin, an experienced man from the W. P. Craig Lumber Company.

The Apollo Extension Step-Ladder Company at Apollo, Pa., has been chartered with a capital of $5,000 by E. A. Townsend and B. F. Bosworth of that place and J. E. Call of Vandergrift, Pa.

Robert E. Gannon, with his associates Clifford S. and Chester A. McCleary, has secured a suite of offices at 610-611 Keystone building as headquarters for the newly organized Freehold Lumber Company. The company will have a big following of Pittsburgh lumber buyers. Mr. Gannon is very familiar with the trade through the middle and eastern states.

The Shreve Chair Company at Union City, Pa., is making improvements to its plant. It will shortly put in a band sawmill to replace the old circular sawmill which was removed to Sherman, N. Y., some time ago.

H. E. Ast, manager of the hardwood department of the American Lumber & Manufacturing Company, believes that the outlook for a healthy increase in business in 1912 is exceedingly bright. He says that improvements and repairs have been delayed to a dangerous point and an immediate resumption of buying of stocks of hardwoods is necessary. The company is now located in a suite of seven of the finest rooms in the Peoples Bank building at Fourth avenue and Wood street, where its big force has much better facilities for working than in its former quarters in the Publication building.

The W. P. Craig Lumber Company has increased its force of helpers by employing H. C. Morris, an experienced lumber salesman from New York. He will work the Pittsburgh district. The company has drilled its salesmen thoroughly in an intimate knowledge of stocks at its mills and started them out about Jan. 1.

E. V. Babcock & Co. wound up the year with [illegible] shipped. This was nearly 600 cars more than their total for 1910. The company, with its immense interests, was never in such good shape to handle an enormous amount of lumber quickly and satisfactorily as at present and its officials believe that this year [illegible] 1911.

J. N. Woollett, president of the Aberdeen Lumber Company, is in the Southwest this week in the interest of his gum and cottonwood business.

The [illegible] Company has appointed J. D. Hollihan to represent it in New York and the [illegible] Mr. Hollihan [illegible]

with the Camp Manufacturing Company and is one of the best fitted young lumbermen in the business to handle eastern trade.

The Kendall Lumber Company has been making heavier shipments since Dec. 10, especially to the railroads and coal mining concerns. Its business is expanding so that it now includes every trunk line railroad in this country and there is every prospect that 1912 will break all records in its shipments.

BOSTON

The Lumber Trade Club of Boston will hold its annual meeting during February.

Demand for redwood in this market is limited to small lots and comes largely from the cutting up trade. More is not used here on account of the high rate of freight which brings the final cost too high. After the canal is opened it is expected that business will show a marked increase as the lumber can then come to New York or Boston in cargo lots thus reducing transportation charges.

The building occupied by the Hatch & Barnes Company, manufacturer of builders' finish, Worcester, Mass., has been purchased by the company, which is planning to extend its business.

A new firm under the name of Weinie Bros. & Son, has been organized in Rutland, Vt., to do a wood-working business. The partners are George Peter Nicholas and W. P. Weinie.

The box factory of the A. B. Howe Company, Marlboro, Mass. was recently damaged by fire causing a loss estimated at $15,000.

The H. C. Wood Lumber & Supply Company, Westfield, Mass., has been organized with a capital stock of $30,000 by Herder C. Wood, George J. Carroll and Eugene E. Wood.

BALTIMORE

Frank Ing, who acted as manager of the W. Lewis Rowe Company, after the reorganization of that concern early last year until it passed into the hands of a receiver nearly two months ago, has connected himself with William M. Burgan.

Robert McLean, who operates a sawmill at Battery Park, Va., has purchased a tract of timber, with about four million feet stumpage. The tract is situated on the James river, and consists mostly of oak, with considerable ash and hickory. Mr. McLean will open an office in Norfolk, as he is largely engaged in the export business and much of the lumber shipped to foreign countries goes by way of Norfolk.

Among visiting lumbermen here last week was W. E. McKee, head of the sales department of James Webster & Bro., of Liverpool. Mr. McKee, who is now in Cincinnati, came over from England about the middle of December and has since then visited a large section of the country. He stated that he found the feeling in the South decidedly hopeful, and that lumbermen reported an improved condition of affairs.

Charles H. Short, member of the firm of John H. Short & Sons, planing mill operators at 11 Uhler's alley, died on Dec. 31 at his home, 218 East Lafayette avenue, of Bright's disease.

Theodore Mottu of Theo. Mottu & Co., and president of the Baltimore Lumber Exchange, has been named as one of a committee of seven to formulate a plan for amalgamating the commercial organizations of this city in one central body. The plan of organization is expected to provide for an executive committee consisting of representatives of the present bodies, which will constitute sections of the central association.

Richard W. Price of Price & Heald who had an attack of illness early in December and went to Atlantic City to recuperate [illegible]

home, but has not yet improved sufficiently to resume his regular work at the office.

The mill of the Norva Land & Lumber Company at Wallaceton, Va., the output of which is handled by Robert McLean of this city, has shut down for an indefinite period for the usual annual overhauling.

CLEVELAND

The year just closed has been very satisfactory as far as volume of business is concerned but prices have not been quite up to the standard. The building inspector's report shows that records of all former years have been broken, both in number of buildings erected and their cost. Permits to the number of 7,783 were issued in 1911 for buildings to cost $16,790,557, as against 7,460 with a valuation of $13,948,413 in 1910. The building inspector states, however, that the actual cost of buildings erected, under construction, etc., in 1911 is above $22,000,000.

F. T. Peitch of the F. T. Peitch Lumber Company reports that inquiries so far this year have been more numerous than during the corresponding period last year. He finds that although most of the mills are not particularly overstocked on any particular commodity, there is nothing to indicate an immediate change in prices.

W. B. Martin of the Martin-Barriss Lumber Company states that although business has not been particularly brisk during the last few weeks, it is holding up to normal, with prospects for better things ahead.

A. G. Webb of the Advance Lumber Company has recently returned from a southern trip and advises that the company's new mill at Coal River, W. Va., has just started running. It will manufacture hardwoods principally, with a daily capacity of 40,000 feet. Mr. Webb reports an unusually good trade from the railroads during December and has just closed a contract for 1,500,000 feet of oak car stock and ties.

W. H. Hopkins, general manager of the New River Lumber Company, Cincinnati, O., was a recent visitor in Cleveland.

On Dec. 16 the members of the Lumber Club were apprised of the fact that an unusually good entertainment was in store for them on Dec. 19. The wives and sweethearts of the members were invited and a good time was had by all. The club house was decorated apropos of the occasion, which was a Christmas entertainment. Music and recitations composed the entertainment of the early part of the evening, after which a buffet luncheon was served. A large Christmas tree, loaded down with presents for the good lumbermen and their ladies, occupied a large part of the dining room and F. T. Peitch, impersonating Santa Claus, distributed his presents during the course of the luncheon.

The members were so well pleased with the success of this "Ladies' Day" that the entertainment committee was asked to arrange for another at an early date.

COLUMBUS

According to the report of Building Inspector John G. White of Columbus, building operations for the year 1911 were fairly active. There were 2,700 permits issued having a valuation of $4,663,605 as compared with 2,375 permits in 1910 of a valuation of $5,133,000.

Arrangements are being made by the Hoo-Hoo for a large meeting to be held at Dayton, O., Jan. 23 in conjunction with the annual meeting of the Ohio Retail Lumber Dealers' Association which will be held at that place Jan. 23 to 25. Invitations have been extended to members of the order in Ohio and adjoining states.

The Fries Lumber Company of Huron, Erie

county, O., has been incorporated with a capital stock of $15,000 to manufacture and sell all kinds of lumber. Franke Crone, George B. Marty, E. N. Conrad, E. Peters and Robert G McCreary are the incorporators.

M. A. Hayward of M. A. Hayward & Son, reports a good trade recently. He booked a nice lot of orders between Christmas and New Years without solicitation and believes the outlook is promising. Mr. Hayward is of the opinion that prices in all lines of hardwoods will advance in the near future because of the small amount of dry stocks on hand.

H. R. Allen of the H. R. Allen Lumber Company was called out of the city on business early in January.

H. W. Putnam, president of the General Lumber Company, reports a rather quiet market at this time, although the prospects for the future look bright.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, reports a good line of business during the past fortnight and the volume of trade was much better than was expected. In fact business during the last week in December was the best in the history of the company. Prices are still strong and the future prospects are good.

L. B. Schneider, sales manager of John R. Gobey & Co., says trade has been good in most lines the past few weeks and prospects for the future are excellent. He is of the opinion that prices will become stronger soon after the first of the year.

CINCINNATI

The Johns-Mowbray-Nelson Company has started the new year with high hopes, which it declares will be realized, as every member of the firm is known to have hustling qualities developed to a high degree. Arrangements are completed for the handling of all classes of hardwoods, with mill connections that will enable the company to fill all classes of contracts.

There is every indication that the coming convention of the Hardwood Manufacturers' Association of the United States, at the Sinton hotel, on Jan. 30 and 31, will prove of more interest than any of its predecessors. The attendance will be fully equal to former years, while the program being arranged by Secretary Doster will prove of more interest than any heretofore offered.

W. A. Bennett, in an interview on business conditions, stated that the year in the hardwood trade has not been as prosperous as in former years, not so much on account of loss in volume as in profits. The lumber trade has suffered no greater than other lines. Mr. Bennett closed his talk with one of his characteristic remarks, which, as usual, is right to the point: "Disturbance to business may cease, or people may finally make up their minds to do business and let the disturbers disturb only themselves."

Clinton Crane, who only speaks for the business of C. Crane & Co., says: "There was not enough water in the Guyandotte valley streams in the mountains of West Virginia to bring out a good run of logs. We had only one or two little rises, which brought out but little stock, and we have not been able to work our mills here to full capacity since last June, keeping only one double band mill running; but we have the trade here if we had the logs. We have all kinds of unfilled orders in our office. Of course, this may not have occurred with others, but we are surely a good barometer for dry lumber."

Chamber of Commerce figures show that the lumber trade of 1911 was 1 per cent over that of 1910. In 1910 the volume of business reached $47,250,000, while in 1911 it was $47,725,000. On the car service report a decrease is shown, the receipts being 67,000 cars, with 87,075 as the volume for 1910. The shipments in 1911 were 62,000 cars with 76,000 in 1910. These figures show that there was approximately 10,000,000 board feet in favor of 1910 over 1911.

Max Kosse of Kosse, Shoe & Schleyer, has filed his application to become a citizen of the United States. His birthplace was Germany.

The Thompson Lumber Company has successfully observed its first birthday anniversary, and is starting in upon its second year with every prospect of continued success. Being composed of young and energetic business men, with a thorough knowledge of the hardwood business, there is only one outcome, and that is success.

TOLEDO

A deal has been closed transferring the property of the Naval Stores Company to a new Toledo concern for a consideration of $500,000. The company is engaged in extracting turpentine and other by-products from pine stumps.

Manager G. G. Roberts of the Big Four Hardwood Company reports that business is fair and prices are all right. Mr. Roberts is now busy with the affairs of the Keasey Pulley Company of which concern he was appointed receiver recently. Indications are that the creditors will be paid off and the business put on a firm basis in a short time.

The Gottshall-Goodyear Company reports numerous inquiries from railway companies for oak to be used in repairing cars. Business with this concern is seasonable, but there is nothing rushing.

The Booth Column Company has closed down for annual inventory. The concern has enjoyed an unusually successful year. Prospects for spring business are good. The company has increased its capacity and as a result will have a larger stock than ever before when spring trade opens.

Jerome Thomas, aged sixty-six years, was recently brought to Toledo for burial, having died at his home in Sumter, S. C. He spent his early life in the lumber business here, and was prominent in the affairs of the city. He has been engaged in the lumber trade in the South for the past thirty years.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company has returned from a ten days' visit to New York.

Jack E. Brantley of the Great Southern Lumber Company is home from a visit to mills at Bogalusa, La.

The Manhattan Lumber Company has just begun business at Gary. It has a $25,000 planing mill.

The Security Trust Company has been appointed receiver for the New Hygienic Refrigerator Company, which recently began operations in this city. It is charged that the company is insolvent.

Notice has been filed with the secretary of state that the Deco-Veneer Company of this city has increased its capitalization from $20,000 to $60,000.

With an authorized capitalization of $70,000, the Ziegler-Huff Lumber & Coal Company has been organized and incorporated at South Bend by Granville W. Ziegler, Oren G. Huff, Dixon W. Place, Charles R. Huff and Charles F. Stickler.

At its annual meeting, held in this city Dec. 28, the Indiana Manufacturers' and Shippers' Association decided to organize a mutual employers liability insurance company and a committee was appointed to devise plans for the new company. The election of officers resulted in C. M. Kimbrough, Muncie, president; H. McCray of Kendallville, H. M. Clemens of Cannelton, Frank Bastian of Vincennes and J. M. Heron of Connersville, vice-presidents; J. V. Zartman, Indianapolis, secretary and W. H. Tobin, Muncie, treasurer.

MEMPHIS

The weather in the Memphis territory has been more favorable during the past three or four days, but the month of December was highly unfavorable on account of the unusual amount of precipitation. The rainfall for that period was the largest recorded for a number of years at similar date and the result has been a decided restriction in the production of hardwood lumber. The ground has been so wet as to make it extremely difficult for hauling to be done and the amount of timber brought out has been below the average. Members of the trade here say that much will depend upon conditions with respect to the weather during the next few weeks, declaring that these will determine whether or not there is a plentiful or scant supply of hardwood lumber to meet the spring demand.

The only feature which has developed recently has been the disposition of some consuming and distributing interests to place orders calling for later shipment. For a long while it has been practically impossible to sell any lumber except for immediate shipment and it is evident that there is an awakening interest on the part of buyers. It has been advertised somewhat extensively recently that there is no large surplus of dry hardwood lumber in the South and this may have had some effect. General business conditions are somewhat more favorable and, owing to this expansion, manufacturers of products made from lumber are finding their business increasing and their needs large. Owing to this development there is a disposition among members of the trade here not only to expect a rather increasing business but also a slightly higher range of prices. In connection with the latter it is noted that there is a tendency toward increasing firmness at the moment.

A. Maas, who has been prominently identified with the cotton business of Memphis for a number of years has, with eastern capitalists, purchased 30,000 acres of timberland in Philips and DeSha counties, Arkansas. Mr. Maas says that it is the intention of himself and associates to cut the timber from this property and sell it in the open market. He further states that about 1,000,000 feet have already been cut. This land is on the Memphis, Louisiana & Helena line of the St. Louis, Iron Mountain & Southern and lies largely in the section tributary to Laconia Circle. It will be necessary to build about eight miles of tram road in order to get out some of this timber and Mr. Maas states that this will be done.

Alex Berger of Jonesboro, Ark., has sold to the Weis & Peterson Box Company of Cairo, Ill., the cottonwood timber on 1,000 acres of land in Poinsett county, near Lepanto, Ark. The consideration was $20,000. The purchasing company proposes to install a box factory at that point for the development of the timber. It also intends to build a railroad to Marked Tree, Ark., to facilitate the handling of its products.

R. E. Walter has recently secured several thousand acres of hardwood timber land near Smedes, Miss., and is erecting a mill at that point with a capacity of 20,000 feet per day.

P. E. Gilbert has accepted the positon of sales manager for the Wisconsin Lumber Company of Chicago. Mr. Gilbert has been prominently identified with the lumber interests of this city and section for the past few years and carries to his new position the best wishes of his friends in the South.

The Patton-Tully Company will have a new derrick boat with all steel hull in operation here some time in February. Contract has been awarded for the construction of this vessel which will be used for the raising of logs from the river on to barges or banks of streams in this territory. It is anticipated that this additional equipment will very materially facilitate the handling of its timber by the Anderson-

Tully Company, with which the Patton-Tully Company is identified.

John W. McClure of the Bellgrade Lumber Company, A. N. Thompson of A. N. Thompson & Co. and Frank P. Gearheart have recently organized the Buck Lake Plantation Company, which is to operate a plantation of 1,845 acres of land near Greenwood, Miss. It is the purpose of these gentlemen to develop this land gradually, putting in several hundred acres each year until the entire tract is in cultivation.

Definite announcement is made that the Chapman-Dewey Lumber Company will open offices in the Tennessee Trust building here within the next two or three days. Negotiations to this end have been under way for some time. This firm will not remove its general offices to Memphis. It has extensive interests in the territory around Marked Tree, Ark., and its general offices are located at Kansas City, Mo. It is understood that the milling operations and the general business of the firm in Arkansas will be handled through the offices to be established here. W. C. Dewey and D. P. Mann, members of this firm, reside in Memphis.

The Twin Cities Lumber Company of St. Paul, has purchased the East End Dimension Mill formerly operated by E. Y. English and owned by the Atlas Hardwood Lumber Company. It is understood that the plant of the firm in the eastern portion of this city will be operated on full schedule under the new management.

NASHVILLE

Even with long continued bad weather, local building operations have continued active. The total value of building permits issued in the city during 1911 showed a decrease when compared with 1910, but this is due to the location of so many buildings just outside the municipality. The real estate transfers for 1911 in Nashville showed a marked increase over those for the year before.

T. J. Centrell recently paid $30,000 for 800 acres of virgin timber land near Treadway. Several mills will be installed for cutting the timber.

A railroad is being constructed to the property of the Empire Lumber Company in Wayne county for the development of the timber interests.

The Loudon Chair Manufacturing Company of Loudon county has been formed with $25,000 capital. C. H. Bacon, E. E. Blair and others are at the head of the new enterprise.

Local manufacturers and dealers are in the midst of their annual inventory season and will soon be ready to strike their balances for the business of the past year.

Recently filed schedules indicate that the liabilities of the bankrupt firm of Hiram, Blow & Co., stave manufacturers, will be not far from half a million dollars. Proceedings were instituted recently against this firm, it will be recalled, in the federal court here.

The annual banquet of the Nashville Lumbermen's Club which was originally planned for Jan. 2, was postponed until Jan. 16 on account of the fact that the home of the Nashville Commercial Club where the event will take place, was not completed by the first of the year. The members of the club are anticipating this banquet with great pleasure and the committees in charge announce that nothing has been left undone to make it a success.

KNOXVILLE

C. T. Benidict, formerly of Douglass & Walkley has resigned his position with that concern to accept a position with the Conasauga Lumber Company, at Conasauga, Tenn.

Walter McCabe, the well-known lumberman of this city, has just returned from points in North Carolina, and has secured several large contracts for immediate shipment.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, is at present in New York City on a business trip in the interests of his concern.

J. F. Cleland of the Miltimore Lumber Company, spent the holidays with his family in Chicago. He reports the business outlook bright with his concern.

Robert Vestal, manager of the Atlantic Lumber Company, Boston, Mass. is a visitor in this city.

H. G. Tarvin of the Maryville Lumber Company, has just returned from a business trip to Cincinnati.

J. E. Oberne of the Blue Ridge Tie Company is spending a week in Baltimore, looking after future contracts in the interests of his concern.

H. C. Kopcke of Kimball & Kopcke has just returned from a business trip in middle Tennessee.

C. F. Maples of the Maples Lumber Company, recently received a large shipment of fine yellow poplar and feels very optimistic about the near future.

P. B. Raymond of the Knoxville Veneer Company has returned from points North and reports business good with his concern.

J. M. Logan of the Logan-Maphet Lumber Company, spent last week in Cincinnati.

BRISTOL

A lumbermen's club will be organized in Bristol January 27. A preliminary meeting was recently held at Hotel Bristol, followed by a smoker, but as a number of leading lumbermen were out of the city for the holidays, it was decided to call a meeting for Jan. 27, at which time practically all of the lumbermen in Bristol will be present and assist in launching the new organization.

Almost all of the mills in this section are now running. Several were closed for a week or two on account of the holidays but these are again in operation and things are moving along nicely with the manufacturers. Most of the mills are well supplied with logs and are in good running shape.

The H. J. Herb Company, which purchased the $100,000 Ordway plant in South Bristol, is about ready to start operation. A dam was recently completed in the Watauga river to supply electric power for manufacturing purposes in Bristol and while everything has been practically ready, the current will not be turned on for ten days on account of complications.

R. W. Cox of Gate City, Va., is installing a new mill in western North Carolina along the line of the Carolina, Clinchfield & Ohio railroad.

J. P. McCain of the Peter-McCain Lumber Company has returned from a trip in the interest of his company. The company reports business good. It has a large amount of stock on its yards in Bristol, at Neva, Tenn., and Booneford, N. C., ready for shipment.

Work will shortly be begun upon the new plant of the T. W. Thayer Lumber Company at Damascus, Va., which will be built to supplant the mill destroyed by fire some weeks ago.

Local shippers are expecting a decision by the Interstate Commerce Commission within a few days on their case against the local railroads, involving the milling-in-transit charge in Bristol. A favorable decision will be of great importance to the lumber mills here. The present rate is considered unreasonable, being $10 to $14 per car. It was formerly only $2 per car.

LOUISVILLE

The entrance of the new year finds the Louisville Hardwood Club awaiting a visit from the officers of the National Wholesale Lumber Dealers' Association, which will hold its 1912 convention here on March 6 and 7. The fact that this year's conclave of the wholesalers' association is to be held in Louisville has aroused widespread interest in that organization among lumbermen of the South and Southwest, in quarters where this interest and co-operative spirit have hitherto been lacking.

It is expected that several members of the Louisville Hardwood Club will journey to Cincinnati, Ohio, on January 29 for the purpose of meeting other oak producers in the Queen City. The oak experts propose to talk the 1912 situation over prior to the annual convention of the Hardwood Manufacturers' Association of the United States in Cincinnati on January 30 and 31. An association may be formed.

The members of the Louisville Hardwood Club may be congratulated upon the recent acquisition of a genuine "Hardwood Room" in which the weekly meetings of the body are held. For some time the club has been meeting in the leather room of the Seelbach hotel, but a recent change and improvement in the interior of the hostelry has produced several new apartments, one of which has been formally dedicated for the club's conclaves. The new meeting-place is finished throughout in mahogany.

The big plant of the Louisville Planing Mill & Hardwood Flooring Company in Louisville was destroyed by fire which is believed to have originated from sparks from a passing locomotive. The main building on the property, containing the mill equipment and a considerable quantity of flooring and dimension stock, was destroyed with a loss of $120,000, but efficient service of the fire department saved the office building and two neighboring structures. The loss is covered by insurance, according to Olaf Anderson, president of the company, and the plant will be rebuilt in the near future.

A petition for a review in the case of the Tennessee River Hardwood Lumber Company, bankrupt, was dismissed by Judge Evans in the United States court in Louisville a short time ago. The case was appealed from a ruling of the referee in bankruptcy.

The report of the earnings of the Louisville & Nashville Railroad Company, which plays an important part in developing the timber resources of Kentucky and Tennessee, for December and the last half of 1911 shows an increase of about $125,000 in the December aggregate and about $500,000 for the final half of 1911, as compared with the corresponding periods of the previous year.

Gamble Brothers, well-known manufacturers of dimension stock in Highland Park, a suburb of Louisville, have just put into commission a new dry-kiln with a capacity of 8,000 feet per day, recently erected and equipped for service. Business with the South Louisville dimension stock producers is starting auspiciously in 1912, under improved and extended management.

A fine river stage is now in evidence along every stream which transports timber from the Kentucky mountains to the market. Steady rises have been apparent for the past fortnight, the Kentucky river having risen as much as twelve feet in a single night, and lumbermen are on the lookout for booms coming down from the producing territory.

It is reported at Whitesburg, Ky., that the Kentucky River Consolidated Coal Company has closed a deal for 10,000 acres of very valuable timberland lying just below Whitesburg. The property is in direct line with the proposed extension of the Lexington & Eastern railroad and will be in line for rapid development of its lumber resources in the spring.

The sawmill engine of L. E. Morris, at Patesville, Ky., was maliciously destroyed with dynamite by unknown persons last week. Mr. Morris has solicited Governor McCreary to offer a reward for apprehension of the criminals implicated in the act.

ST. LOUIS

The building operations of the past year showed a slight falling off from the record of the year previous. During 1911 a total of

$18,607,555 was expended in new building and alterations. During the year 1910 the total reached $19,600,063, indicating a decrease of nearly $1,000,000 in the estimated cost of buildings for which permits were issued, or a decrease of about five and one-half per cent for the year.

According to the annual statistics issued by the Merchants' Exchange, the receipts of lumber by rail to St. Louis during 1910 totaled 197,961 cars; during 1911, 175,828, or a decrease in 1911 of 22,133 cars. The number of feet received by river during 1910 totaled 1,328,000 feet, while in 1911 the total reached 1,339,000, or an increase of 11,000 feet in 1911.

A considerable falling off is noted in the total number of shipments of lumber from St. Louis during 1911 as compared with 1910. Shipments to the number of 127,095 cars left St. Louis by rail during 1910, while in 1911 the number went down to 113,678, a decrease of 13,417 cars. Shipments of lumber by river during 1910 reached a total of 1,190,000 feet. During 1911 the total reached but 925,000 feet, indicating a decrease in 1911 of 265,000 feet.

Carl H. Holekamp, vice-president of the Holekamp Lumber Company of Webster Groves, Kirkwood, Affton and Old Orchard, Mo., and Miss Rose Peckmann of St. Louis were married recently at the home of the bride's parents. Immediately after the wedding the couple left for a honeymoon through the South.

MILWAUKEE

Total receipts of lumber at Milwaukee during 1911 exceeded those of the previous year, amounting to 293,492,000 feet, of which 42,471,000 feet were carried by boat.

The Dairymen's Land & Timber Company of Milwaukee has been incorporated with a capital stock of $30,000 by Albert C. Downing, A. A. Mueller and Otto J. Habhegger.

The Zenda Lumber Company of Zenda has been incorporated with a capital stock of $20,000 by John Dunphy, E. M. Waffle and W. C. Norton.

As the result of a complaint made to the Wisconsin Railroad Rate Commission by the Filer & Stowell Manufacturing Company of Milwaukee, manufacturer of sawmill equipment and engines, the Chicago & Northwestern road has been ordered to lower the rate on fourth class freight from Milwaukee to South Milwaukee from eight cents to five cents per hundred pounds.

Lumber operations in the vicinity of Rhinelander will boom this winter. Both sawmills of the Robbins Lumber Company are in operation and the company is maintaining two camps.

Announcement has been made that the G. F. Sanborn Company, a $1,000,000 corporation dealing in timber lands, will remove its offices from Eagle River to Fond du Lac. The company has just increased its capital stock from $500,000 to $1,000,000.

The Hankwitz Handle Company of Merrill is preparing to start its new plant at once. The company is now erecting a warehouse, 30 x 60 feet in dimensions. Orders have been booked for broom handles which will keep the plant busy until Mar. 1.

State Senator James A. Wright, president of the W. H. Wright Lumber Company of Merrill, died at his home in Merrill on Dec. 21 after a short illness of typhoid fever, at the age of thirty-eight years. Senator Wright was one of the best-known lumbermen in the state and his early death has caused widespread regret. He had been a member of the Wisconsin legislature since 1904. For several years he had been vice-president of the W. H. Wright Lumber Company and became president upon the death of his father in 1901. He was also president of the Wisconsin Lumber Company of Littell, Wash., which he organized in 1904. He is survived by his mother, a sister and a brother.

The receivers of the John R. Davis Lumber Company of Phillips, Senator A. W. Sanborn of Ashland and the Central Wisconsin Trust Company of Madison, have petitioned the federal court at Madison for receivership certificates to the amount of $40,000 to keep the company's mill in operation throughout the winter and to pay up labor claims. It is said that 30,000,000 feet can be cut within the next four months and a profit of $30,000 can be made. The assets of the company are given at $3,000,000 and the liabilities at $1,000,000.

CADILLAC

Notice has been called to what is thought to be the largest log ever brought to the sawmill of the Murphy-Diggins Company. It is an elm measuring a total scale of 2,301 feet.

Inman & Northrup of Manton have bought the hardwood timber on the Frank Harris farm southeast of Manton. There is about 125,000 feet on this tract and George Longstreet, Jr., has the contract for placing it at the mill in Manton.

Thomas Barton of Leipsic, O., foreman for the Chenevert Company of that city, stated that the past season was his most successful season in getting out square timber. At the present time Mr. Barton has secured about 800 pieces which will be shipped to England in the spring. These sticks represent a total amount of 400,000 feet of timber, and he expects by spring to have secured 1,500 sticks or 1,500,000 feet of timber. This timber is in counties adjacent to Wexford.

The Cadillac Machine Company has received a contract to furnish the material and put up the structural steel work for the new iron furnace being erected at Wells, Mich., by The I. Stephenson Company.

Munising, Mich., boasts of the best equipped woodenware plant of the kind in the country. C. V. R. Townsend, an official of the Cleveland-Cliffs Iron Company, is at the head of the new concern. The factory is employing about sixty-five men. At present butter bowls and paper plugs are being turned out. One logging camp is being operated and a million feet of hardwood timber will be cut this winter.

On Dec. 27 Miss Marjorie Delzell, daughter of Mr. and Mrs. H. E. Delzell of this city, became the bride of R. D. Thomas of Silsbee, Tex. Mr. and Mrs. Thomas will stop at Chicago while enroute to their future home in Silsbee. Mr. Thomas is a graduate of the Biltmore Forest School and has accepted a position as superintendent of measurements for the Kirby Lumber Company of Houston, Texas.

The Hardwood Market

CHICAGO

There is unquestionably a more healthy tone in local affairs with the beginning of the new year, both in predictions for 1912 business and in reports of actual orders so far placed. Local lumbermen, with few exceptions, believe that the forthcoming presidential campaign is not going to be the hindrance to business that it always has been. They base their claims upon the less hesitant buying spirit with which the new year has been opened, as well as the general improved business conditions. While there still are some pessimists in the local market, it is an encouraging feature to see the evidences of optimism which are evident everywhere. Already a number of attractive orders have been placed on a scale which presages a continuance of good business for several months to come at least. There is little relative change in requirements of any particular line of wood, though the demand for cottonwood has been remarkably increased in all sections of late. With red gum, No. 1 common seems to be the most active grade at present, supplanting in favor firsts and seconds. Sap gum continues its advance in favor. With the other woods there is no very marked change, except a proportionate strengthening all along the line in demand and a general tendency to stiffen prices.

NEW YORK

The hardwood market at New York for the year 1911 rounded out very fair, considering all the conditions. Trade for the year was very largely on a hand-to-mouth basis, but both production and supplies on hand were reduced in sympathy with the general business and, as a result, 1912 opens up with very fair prospects from the standpoint of the manufacturer and shipper. It has really been remarkable that prices have continued throughout the year as firm as they have, and with less supplies available at mill points than usual, and stocks greatly reduced in the hands of the yards and their buyers, the indication is that, with anything like a normal spring trade, hardwoods should be very firm in price and in active demand.

BUFFALO

There is a rather slow movement in hardwoods at present, but this is due to the fact that general business has hardly started up after the holiday and inventory season. The outlook for the year is regarded as promising, the opinion being that trade will be on about the same lines as during the past year.

Plain oak is selling fairly well, while quartered is manifesting a little more strength. High-grade birch is hard to get and is helping out the common grades considerably. Maple remains very firm. The demand for ash and elm is fair for the season. Poplar shows little activity. Basswood is about holding its own. Trade in cherry and walnut continues to be in rather small proportions.

PHILADELPHIA

Stock taking and the striking off of balance sheets naturally has somewhat retarded buying, but the result to all indications will show a respectable total of business notwithstanding the erratic trade methods, which often had to be resorted to. There has never obtained in the past so universal a feeling of optimism as at the present incoming presidential season. A decided forward movement in trading of late is reported in the hardwood field, and there is a confident feeling of further acceleration and better prices for the new year. The sentiment of the business man is expressed concisely in the sentence, 1912 looks good.

PITTSBURGH

The outlook for a good hardwood business this year is bright, according to the opinions of the best posted wholesalers in the city. The steel business is greatly improved. Furthermore, prospects for a continuance of this activity are regarded as good. Naturally, this is bringing in some big requisitions for hardwood for all kinds of heavy construction and railroad work. Some fine government orders will also be awarded within the next few months. Strictly high-grade

hardwood for factory trade is even more scarce than it was in the fall and a very little increase in demand would send the price up. What is still more encouraging is the fact that medium and low grade hardwoods in some lines is becoming scarce. Reports from the eastern market indicate a much better condition than at any time for three months. Wholesalers here believe that there is a chance for a very firm hardwood market at least the first six months of 1912.

BOSTON

More or less of a waiting market is reported by dealers in Boston, but an improvement is expected before the end of this month. Already some very fair sized inquiries have been received, which will result in orders. Manufacturing consumers are fairly busy. Chair makers and piano manufacturers have in most cases been fairly busy. Dealers state that the yard trade has held up well considering the fact that few are ready to buy in anticipation of their wants. Prices of the better grades of hardwoods are very well held with the exception of quartered oak. Lower prices are quoted for this than some buyers have been able to get stock at. The export demand is fair, but foreign buyers are not willing to pay the prices asked for the selection they demand.

BALTIMORE

The new year has begun in a fairly satisfactory manner, orders coming in with considerable freedom, although for only such stocks as must be secured without delay.

The inquiry from abroad keeps up, and much interest is being shown by foreign buyers. The better grades of poplar, especially No. 1 common, are in good demand, and some large orders have been taken recently, while the movement holds out every prospect of continuance. Oak also is called for by the foreign trade, prices offered constituting an advance over the figures that prevailed a short time ago. Buyers are manifesting a tendency toward greater liberality in the matter of inspection. All other woods shipped in large quantities are sought with more or less eagerness abroad.

The domestic movement is relatively quiet, but this is expected at this season of the year and does not in the least affect the range of prices. All the advantages gained prior to the holidays are retained, and when the normal trade sets in, it will be on the basis of the increased values, with a fair prospect of a further rise in the quotations. Large buyers, such as the railroads, are considered in line for increased business, and a very favorable view of the future is taken by all members of the trade.

COLUMBUS

Despite the holiday period when trade is usually quiet, business has been fair during the past fortnight. Demand for most grades of hardwoods has been good and prices have ruled firm in every particular. A slight strengthening in oak and chestnut has been noted, with no concessions to shade quotations in the least. Owing to the inventory period stocks are exceptionally light and will have to be replenished soon. Orders are being placed for immediate delivery and a good feeling is shown in every branch of the trade. Dry stocks in the hands of mill owners and jobbers are light and indications are that prices will be advanced in the near future.

CINCINNATI

Business in the city held up fair to the end of the year, the closing of the week witnessed no material change, though the usual New Year's spirit of optimism is on tap, and predictions are made of a good year's business. There is a steady improvement in the sale of oak in common and better grades, which is meeting with the approval of the consuming manufacturers. The movement of oak continues the leading feature of the market, with only a fair demand for top grades. Inquiries for highly figured, quarter-sawed oak are very light, the bulk of quartered oak offered being narrow. Plain white oak is in fair demand. The principal transactions, however, in both quartered and plain oak, are in red, and red and white mixed. Heavy oak timbers and car stock continue to be in good demand at the mills.

Chestnut is in light request for the top grades, and for long ones and twos. Poplar is meeting with a fair demand for the manufacturers' grades. A slow but steady improvement is noted in inquiries for wide, clear poplar, the automobile trade again evincing interest. However, prices remain low. Ash, both red and brown, in manufacturers' grades, is moving fairly well, and heavy, white ash is in good inquiry. Hickory is steady, with a fair demand from the wheel and shaft industries. Hickory boards are scarce with some inquiry. Red gum is meeting with a fair call for ones and twos; saps and common dry stock is very scarce, with good inquiries. Basswood is in only fair request. Cottonwood is light for the top grades, with a good movement of low-grades. The demand for birch in both red and white is good. Mahogany is in very good call and is steadily improving, the furniture industry being the better buyers. Mahogany flitches for veneers are in good demand.

The buying for the foreign trade continues to be very fair, with a good inquiry for oak boards. White ash is in good inquiry for the export trade. Red gum is in fair demand. American walnut continues steady with a good movement to the coast. Hickory and cherry are receiving attention from foreign buyers.

Cypress is in light demand for millwork stock. Heavy tank stock is receiving fair attention, orders, however, are principally confined to small lots.

TOLEDO

Generally speaking the hardwood market is very quiet, although there is activity along certain lines. Chief among the latter is the stave market, which has come to the front during the past sixty days. Dry hardwoods appear to be scarce, some local concerns reporting that almost everything in sight has been cleaned up at the mills. Railway companies are making numerous inquiries for oak. It is expected that they will prove good customers early in the spring.

Very little change is noted in poplar, the high-grade material being in fair demand at good prices; lower grades are erratic and various prices are quoted. There has been some demand for hardwoods thus far but building business is light on account of cold weather which makes outdoor work almost impossible. Manufacturing concerns have been operating very lightly and just now many plants are closed down for annual inventories and repairs. Hardwood prices have been well maintained and there is no indication of weakness. Local stocks are well filled, and there is a disposition on the part of owners to keep them up to the highest point of working efficiency. Dealers are still buying as they have an opportunity.

INDIANAPOLIS

Hardwood interests report that business is extremely dull at this time. This is due to the fact that many concerns using hardwoods are more or less inactive and also to the extreme cold weather. The volume of business is said to be less than it was during the corresponding period of 1911. There has been no recent change in prices, however. Hardwood men say they look forward to a good business when there is a resumption of activity among manufacturing plants and the convention season is over.

NASHVILLE

The outlook for the new year is considered very favorable, it being expected that the volume of trade will open up soon to a liberal extent. The almost universally low conditions of stocks in the hands of the consumers and retailers is one reason for the expected activity. The general attitude of the trade now is one of waiting for the developments which are confidently expected in the near future. The lessened demands for the past year were met by curtailed production and it is felt the general condition of the hardwood trade is excellent. For the past two weeks business has naturally been somewhat quiet due to the holidays and the shutting down of some of the plants for necessary repairs.

Plain oak and poplar are leading in present demands, wide poplar showing an especially good call. Gum and cottonwood are moving well; chestnut, ash and maple are in good call, and quartered oak has shown additional strength. There have been good receipts of logs in the Nashville market with the high tide of the Cumberland river which enabled the loggers in the upper river country to float their rafts to this market. Good shipments have also been received by boat. Prices have remained steady.

KNOXVILLE

The first week in January has found all the lumbermen in this city unusually active filling orders for the new year. Dry stocks are unusually scarce in this vicinity, which leads to a stiffening tendency in the price and a better outlook toward larger profits to the wholesale lumberman in the near future. Local lumbermen feel confident that the new year has stored up for them some good prospects judging by the first week and future orders already booked. Collections are very good and all together prospects for 1912 look very bright.

Plain and quartered oak leads in this market, with poplar and ash a close second. Basswood is coming to the front judging from the numerous inquiries and the demand for chestnut in all grades is steady.

BRISTOL

Bristol lumbermen report that trade is starting off fairly well with the new year. Trade was much better during November and December than for some time and while January as a rule is not an exceptional month, a good record will be made and it is thought that trade will pick up right along. The mills are in good shape for logs but yard stocks are not as large as they have been.

MEMPHIS

The demand for hardwood lumber, while quiet at the moment owing to the taking of stock, is regarded as satisfactory and the belief is expressed here that for a few months at least, a more satisfactory business is in store than for some time. There is some disposition to place orders further ahead and this is in striking contrast with the policy which consumers have for some time followed of buying only for immediate delivery. The supply of hardwood lumber in the South at the moment in shipping dry is not particularly large. Unfavorable weather

conditions are interfering with production, and there is a shortage of logs which may have a somewhat serious bearing on the supply of lumber for the late winter and early spring trade. The recent strengthening tone of the market is regarded as an indication of a rather better level of values in the early future.

The demand for plain oak in all grades is good but all interests of the trade complain of the rather unsatisfactory call for quartered oak in both red and white, although it is admitted that the former is more active than the latter. Red gum in all grades above No. 1 common is in good demand and sap gum in firsts and seconds is moving with considerable freedom, although there is complaint regarding prices obtainable therefore. Low grade gum, as a rule, is in fair demand and the market is displaying a better tone. Cottonwood is selling in some volume in the higher grades while the lower grades are in good request from the manufacturers of boxes. Cypress is selling more freely than a short time ago and there is a broadening demand for ash. There is little poplar for sale in this market but what is offered is taken readily. Export business is being interfered with to some extent as a result of the inability to secure freight room at New Orleans.

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LOUISVILLE

The opening of the new year finds the Louisville lumber trade in a condition which, if any appreciable continuance is granted, will result in a very satisfactory six months' run to round out the first lap of the 1912 course. The situation at present is strong in every respect and the fact that demand is coming for quantities of stock indicates that consumers are in an excellent humor and augurs well for coming operations in the year. Inquiries are numerous and the general attitude indicates that normally heavy buying will begin before long. Plain red and white oak is still a leader in the local market. Poplar is moving fairly well, and quartered oak, although still weaker than it should be, is in a fair way to improvement. The mahogany market is in good shape.

ST. LOUIS

There is little doing in the local hardwood market. Dealers and consumers are busy taking stock and it will be a week or two before any business of consequence will be done. During the last week in December few orders came in for small amounts. They were mostly for plain oak. Red gum and cypress was also called for in a slight degree. Ash also came in for a fair call and those handling this item anticipate quite a demand in the near future. Quartered white oak, wide poplar, cottonwood box boards and first and second sap gum also did fairly well under the circumstances. There is little doing in the door and mill-work industry. Many of the mills shut down during the holidays. The local planing mills, up to the past few weeks were kept fairly busy but recently trade fell off. The year, as a whole, however, has been fairly satisfactory.

CADILLAC

Market conditions surrounding No. 3 common hardwoods in this market are extraordinary and unusual. Report is made by the manufacturers here that all the maple, beech and birch of this grade on sticks Jan. 1, 1912, green or dry, has been sold at prices ranging from $8 to $8.50 per thousand feet. With the exception of the price received, this places the No. 3 common on the best basis for a number of years. The same is true of No. 3 common basswood, which has been sold in this and other markets for $13 per thousand feet. So great has been the demand for the latter that the price has advanced to within $1 or $2 per thousand feet of the price of No. 3 common. The cause of the advance in price of No. 3 common basswood is the fact that the same has been substituted for the low grades of pine which can not be procured.

The upper grades of hardwoods are in good demand and at better prices than a year ago. The movement in No. 1 and No. 2 common maple is slow.

MILWAUKEE

The hardwood trade is beginning to show signs of improvement. Although many of the manufacturing concerns are still in the midst of their annual inventories, yet they find time to make inquiries and place occasional orders for stock. Conditions in the local industrial field are becoming more satisfactory and this is reflecting favorably upon the lumber trade. It is expected that before the close of this month, there will be a big increase in demand from all sources.

Stocks are light in practically all lines of northern hardwoods, although the greatest shortage is felt in birch and basswood. Prices are naturally holding up well, as stocks are light at most of the mills and none of the mills are trying to unload surplus stocks as is sometimes the case. Fears are entertained that the shortage will become a serious matter next spring.

GLASGOW

Since last report business in this market is much quieter, owing, no doubt, to the holidays. There has been only one arrival, and that from New Orleans, with the usual assortment of hardwoods, viz., hazel pine, pitch pine and mahogany boards. Most of the above lumber has been taken up ex quay by the various buyers. A fair quantity of oak and gum staves has also arrived on this steamer, but these were of very indifferent quality, and certainly a part of this consignment will find its way into the public yards. Had these staves been of first-class quality, they would have been readily bought up, as the market has been in good shape for both the whiskys and oil barrels. Northern white oak is still in steady demand, higher prices being asked. A fair business has been done in railway and wagon oak planks, especially in the former. White ash and hickory logs of prime quality should do well if consigned sparingly. There is little doing in quartered oak. A fair demand is received for ½", ⅝" and ¾" plain northern oak. Some contracts have been placed during the last week.

Stock holdings are unusually light, especially for this time of the year, with the consequent result that values are being very firmly maintained, and higher prices are being asked for forward delivery.

The threatened railway strike has been averted, thanks to both the reasonableness of the men and masters and to the intervention of the Board of Trade.

The shipbuilding industry has helped the trade in this section considerably, but it was unfortunate that they had so much of their requirements bought in previous to the last strike, otherwise the district might have been in a very much better position. However, the New Year will, we hope, make up for the old, and it is well known that the requirements from this source will now be steady and of better volume.

As already reported, the above industry is in a most flourishing condition. The year 1911 has set up a new standard in the matter of tonnage launched from Clyde Ship Yards. The complete figures for the twelve months, which are now available, show that the amount of work floated was higher than the previous record—that of 1907—by almost 11,000 tons. The margin is not very much, but it is very satisfactory, especially when it is remembered that 1907 was considered quite a phenomenal year, and also that circumstances now are very different from what they were then. There is no doubt that there is a genuine demand for new tonnage, principally for freight carrying purposes, and practically none of the older boats are laid up. This augurs well for the timber trade, and therefore the hope of peace reigns in the great ship yards of the Clyde.

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Mechanical Rubber Company..... 55
Mound City Commercial Club..... 47
Westinghouse Electric & Mfg. Co... 14

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion .....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

HIGH-CLASS COMMISSARY MAN

is open for engagement, to conduct merchandising establishment in connection with lumber manufacturing concern. Highest testimonials from present employers. Address
"BOX 10," care HARDWOOD RECORD.

EMPLOYES WANTED

HIGH-CLASS HARDWOOD SALESMAN

wanted, familiar with northern hardwood and softwood, to cover New England, New York state, Pennsylvania and New Jersey. State salary wanted and last employer, in first letter. Address "BOX 11," care HARDWOOD RECORD.

WANTED

Hardwood lumber inspector and buyer, familiar with New York state, Pennsylvania and West Virginia. State salary wanted and last employer, in first letter. Address
"BOX 12," care HARDWOOD RECORD.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

FINE YELLOW POPLAR LUMBER.

Large lot thoroughly dry. Sell log run. Large proportion of wide widths up to 26". Well manufactured.

S. R. STEVENS, Tylertown, Miss.

WANTED.

2 cars 1" 1sts and 2nds plain sawed sycamore, bone dry
1 car 1x12" and wider 1sts and 2nds quartered white oak, 2 years old.
5 cars 1" clear quartered white oak strips.
5 cars 1x13" to 17" gum boxboards.
5 cars 1x13" to 17" 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds cottonwood.
2 cars 1x21" and up 1sts and 2nds cottonwood.
5 cars 1x13" to 17" cottonwood boxboards.
5 cars 1" No. 1 common red gum.
2 cars 1¼" No. 1 common red gum.

W. D. REEVES LBR. CO., Helena, Ark.

FOR SALE FOR QUICK SHIPMENT.

600,000 ft. 4/4 Basswood No. 1 common and better.
40,000 ft. 6/4 Basswood No. 1 common and better.
75,000 ft. 12/4 Hard Maple No. 1 common and better.
150,000 ft. 8/4 Hard Maple No. 1 common and better.
50,000 ft. 6/4 Hard Maple No. 1 common and better.
100,000 ft. 5/4 Hard Maple No. 1 common and better.
50,000 ft. 8/4 Rock Elm log run.
30,000 ft. 8/4 Gray Elm No. 1 and No. 2 common.
100,000 ft. 6/4 Gray Elm No. 2 common and better.

VAN KEULEN & WINCHESTER LBR. CO.,
Michigan Trust Bldg., Grand Rapids, Mich.

FOR SALE—3,000,000 FEET

of first-class 1¼" and 2" Rock Elm located at Menasha and Ladysmith, Wis. For full particulars address
MENASHA WOODEN WARE CO., Menasha, Wis.

WANTED

to hear from parties requiring quarter-sawed White Oak Flitches. Address
"BOX 107," care HARDWOOD RECORD.

FOR SALE

Thick quartered white oak, 2 years old. 2/3 car 2"; 1/3 car 1½"; 1/3 car 1¼"; 1,000 ft. 2¼, 2½ and 3", all high grade No. 1 common—wide. CHAS. F. SHIELS & CO., Cincinnati, O.

LUMBER WANTED

LUMBER WANTED

Birch, Maple, Oak, Poplar, Ash, Chestnut, Elm.
Tell us what you have and how much.
Write us today.

STANDARD HARDWOOD LUMBER CO.,
Buffalo, N. Y.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO.,
New Philadelphia, O.

MACHINERY FOR SALE

FOR SALE

1 30" Columbia single drum sander.
1 saw filing machine.
1 12" saw brazing clamp
1 lock corner box trimmer, Morgan make.
1 64" clutch pulley
1 30" Whitney scraper.
1 rip and cross cut saw.
1 9" Colladay moulder.
1 7" Colladay moulder.

SHEIP & VANDEGRIFT, INC.,
814 N. Lawrence St., Philadelphia, Pa.

ENGINE FOR SALE

16"x24" Atlas, perfect running condition. For particulars write

THE OMARA PARLOR FRAME CO.,
2141 Austin Ave., Chicago.

FOR SALE

Band mill in Southeast Missouri. New 6 ft. Sinker-Davis band mill; Soule steam feed; 3 saw edger; 2 saw trimmer; live rolls; boiler and engine power ample. Also, if desired, homemade locomotive, steam loader and cars, and two miles of 25 lb. rail. All of the above in first-class condition. Address
"BOX 15," care HARDWOOD RECORD.

LOGS WANTED

WANTED—HARDWOOD LOGS

200,000 ft. 2[illegible]" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED—BEECH, BIRCH AND

Maple Squares 1"x1"x49" long.
THEO. J. ELY MFG. CO., Girard, Pa.

DIMENSION STOCK FOR SALE

OAK DOWELS FOR SALE

Inquiries solicited. Address
GROAT LBR. CO., Philadelphia, N. Y.

WANTED

Dimension orders for Maple, Beech and Birch to be cut from 4/4 stock, any length, 40" or under.

OHIO VALLEY BENDING CO.,
Parkersburg, W. Va.

TIMBER ESTIMATING

TIMBER ESTIMATES.

Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

BUSINESS OPPORTUNITIES

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago

WANTED TO SELL AND BUY

TIMBERLANDS AND MILL PLANTS.
OPPORTUNITY KNOCKS AT EVERY MAN'S DOOR TWICE!
(OCCASIONALLY SHE KNOCKS THREE TIMES.)

We offer for sale 20,000,000 feet of timber, a new mill plant that has cost (with planing mill, three dry kilns, commissary stock and tenement buildings), $50,000, for the sum of $70,000. There is 100,000,000 feet more timber available at very reasonable prices. A combined hardwood and yellow pine proposition. Possibilities of $60,000 per year profit.

OPPORTUNITY NO. 2.

A circular mill, with capacity of 20,000 feet per day, now running. 2,000,000 feet of oak timber and 6,000,000 feet red and tupelo gum adjacent to mill, which can be bought for $3 per 1,000 for oak and $1 per 1,000 for the gum.

Price of mill and mill site and tenement buildings, $2,000.

If you have mills and timber to sell, write us. If you want to buy mills and timber, write us. We buy and sell plants and timberlands.

WANTED TO BUY.

A tract of pine timber in Mississippi or Louisiana on or near a railroad that will cut about 20,000,000 feet. Must deal with owners only.

ROBINSON LUMBER, VENEER & BOX CO.,
New Orleans, La.

WANTED—HARDWOOD LUMBERMEN— to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

WM. A. EAGER

FISHER BUILDING

Sound Wormy Chestnut

A SPECIALTY

McParland Hardwood Lumber Co.

873-88 Laflin St.

HARDWOODS

FRED D. SMITH

HARDWOOD LUMBER

1337-1343 North Branch St. CHICAGO

E. H. KLANN

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

1508 MASONIC TEMPLE - CENT. 3825

The Columbia Hardwood Lumber Co.

Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

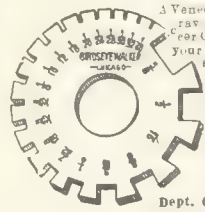
W. B. CRANE AND COMPANY.

Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.

HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO



A Veneer Gauge is the answer to a Veneer User's prayer for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1 to inches to inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.

Dept. C BIRD'S EYE WALKER

EVERY LUMBER SALES MANAGER

is invited to attend the annual meeting of the

Lumber Sales Managers' Association



at the Auditorium Hotel CHICAGO

THURSDAY AND FRIDAY, FEBRUARY 15 and 16, 1912

First session sharp 10 a. m., Thursday

In the preamble of the constitution of this association it is stated:

> "Primarily it is believed that this organization, by the united action of its members, may demand and maintain a high standard of commercial integrity among those engaged in the sale and distribution of lumber."

This high ideal is the one basis on which the association has worked up to the present time, and upon which it will continue.

A program of such unusual interest and importance has been arranged that no one connected with the marketing of lumber can afford not to be present. Every lumber sales manager will be cordially welcomed and his visit will be made fully worth his while.

HOTEL RESERVATION AT THE AUDITORIUM WILL BE MADE ON REQUEST TO THE SECRETARY

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Linehan Lumber Co., Pittsburg, Pa.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange.**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

Cable Address:—"Baldwin, Philadelphia."

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

NEW YORK SAW WORKS
BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

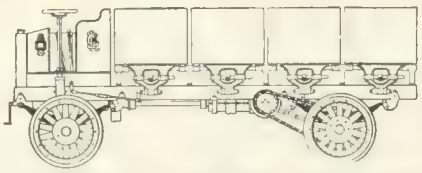
IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

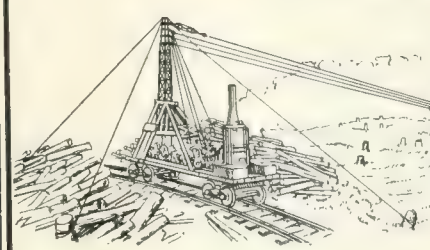
Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

LONGEST BROS. COMPANY, Inc. **LOUISVILLE, KENTUCKY**

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH

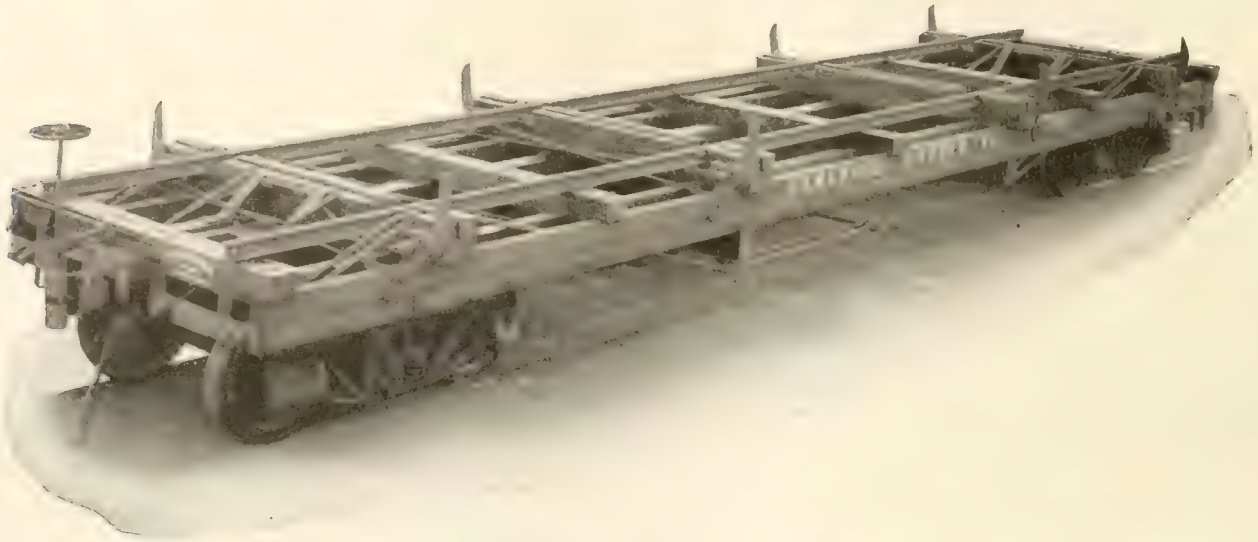


LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
CHICAGO SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enable the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

ELEPHANT RUBBER **BELTING**

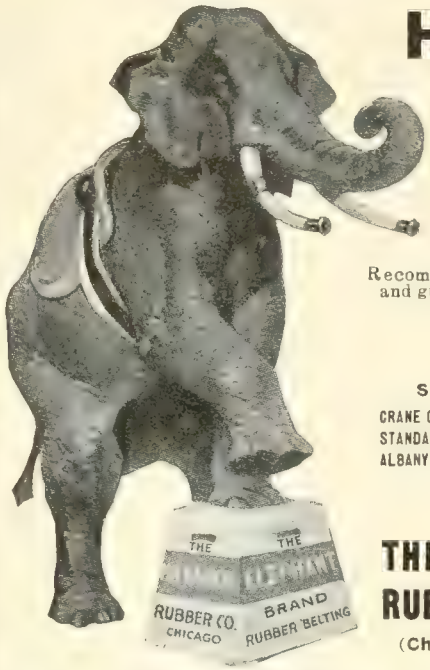
AIR DRILL AND AIR TOOL

HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



SELLING AGENTS
CRANE COMPANY • • ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA.
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

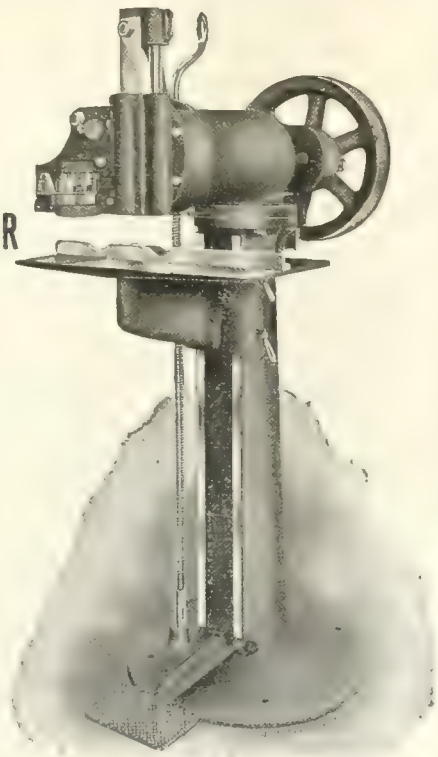
"ADVANCE" CORRUGATED JOINT FASTENER MACHINE

Made in Different Types to Meet All Conditions

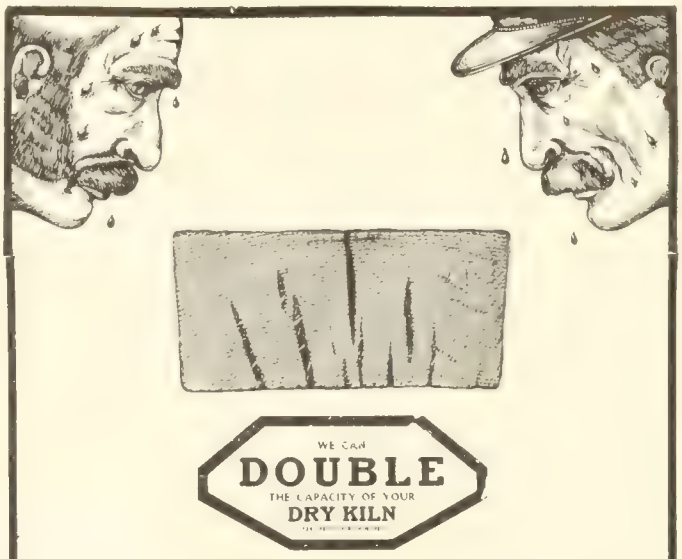
Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by



Saranac Machine Co., St. Joseph, Michigan



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

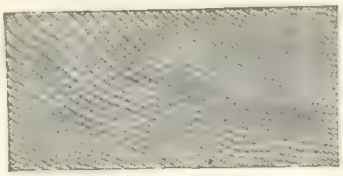
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

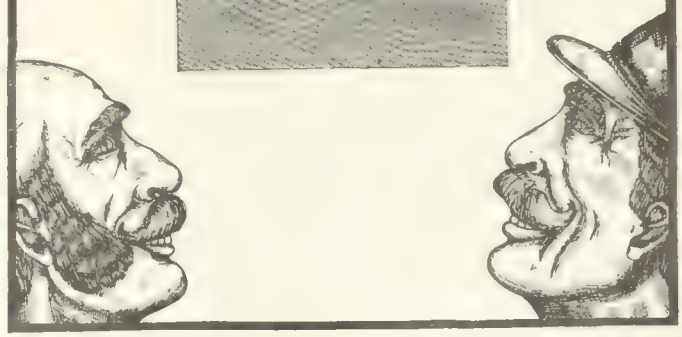
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





ATKINS ALWAYS AHEAD



The Logging Boss

He's on the job early and late. He knows what each man ought to do each day and you may depend upon it that he usually sees to it that it is done. He knows Good Saws.

Do **you** know that you are getting full value out of each man?

Are you sure that your Saws are cutting as fast and easy and holding up without refitting as long as your competitors'?

If not, don't you think it is about time to be sure of these things?

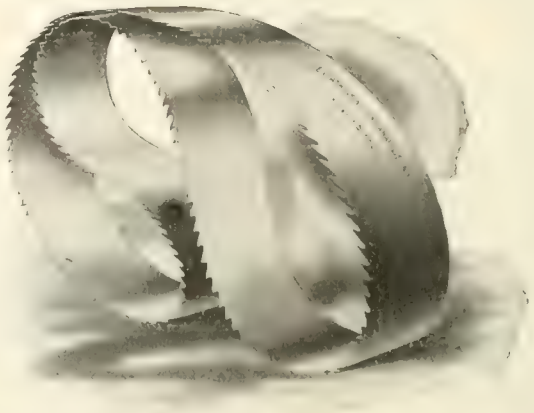
Atkins SILVER STEEL Saws

are up against the most severe tests each day in thousands of big lumber camps everywhere—and they are making good, too.

"The Finest on Earth"

Atkins
Silver
Steel
Perfection

Atkins
Silver
Steel
Rex
Segment Ground



Why not place an order through your usual source for a few Genuine SILVER STEEL Cross-cut Saws? Specify ATKINS. See that our name is on the blade and that it is marked "SILVER STEEL." Try them out. That's the way. Then you'll know.

If you cannot get them from your usual source of supply, then write to the nearest address below. We'll see that you are taken care of promptly.

And don't overlook ATKINS Famous Band Saws, Circular Saws. A Perfect Saw for Every Purpose. Atkins Machine Knives are Famous. General Selling Agents for Covel Automatic Filing Room Machinery.

E. C. ATKINS & CO. Inc.

The Silver Steel Saw People

HOME OFFICE AND FACTORY, INDIANAPOLIS

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Vancouver, B. C. Canadian Factory, Hamilton, Ont.





CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

BRANCHES

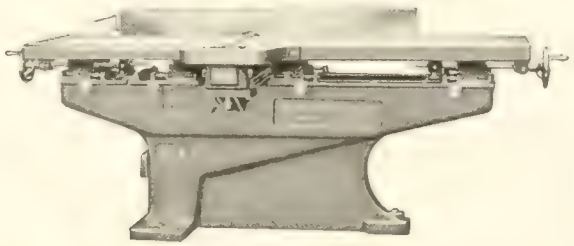
CHICAGO, ILL.	NEW ORLEANS, LA.	SAVANNAH, GA.
318 Fisher Bldg.	421 Carondelet St.	501 Germania Bk. Bldg.

C-113



Woodworking Machinery

H.B. SMITH MACHINE COMPANY SMITHVILLE, N.J.



A Model Hand Planer or Jointer

Shannen Refrigerator Works

ESTABLISHED 1882
BUILDERS OF HIGH GRADE

Cold Storage Houses a Specialty

Market, Hotel and Restaurant Refrigerators

UNDER THE SHANNEN PATENTS

Counters, Butcher Blocks, Racks, Tools and General Supplies

SHOW CASES, BANK, OFFICE AND STORE FIXTURES

PHONE ATLANTA 647 PHONE BELL M. 3260

601 EAST FAIR ST

Atlanta, Ga., October 28th'11

Messrs. H.B. Smith Company
Smithville,
N.J.

Gentlemen:-

Enclosed please find our check to cover balance of account to date.

The 12" Hand Planing machine has been installed and we are pleased to advise that same is giving the very best service possible; and we are well pleased with this machine, as we are with all machines purchased from your Company.

Thanking you for past favors, we beg to remain,

Yours very truly

VPW/A. Manager

The Jointer above referred to is the most substantial in design and embodies all improvements of any value, including a New Round Combination Head.

For further particulars concerning above and other Wood-Working Machines, address:

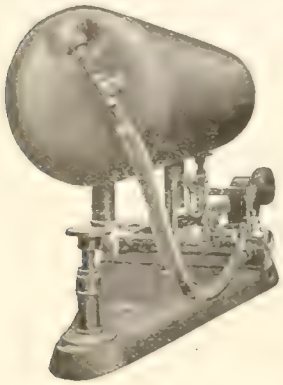
H. B. Smith Machine Co.

Smithville, N. J., U. S. A.

Offices

New York Chicago Atlanta Memphis

79-2072



The
Morehead Condenser Trap makes its own Vacuum

and PULLS the accumulated water and air out of your steam lines, insuring rapid circulation. Enables you to cut down your boiler pressure on direct heating systems.

Particularly adapted for use in connection with reduced pressure and Exhaust Steam Heating Systems, Dry Kilns, Dryers, Fan Stacks, Etc.

Write for Particulars and Trial Trap

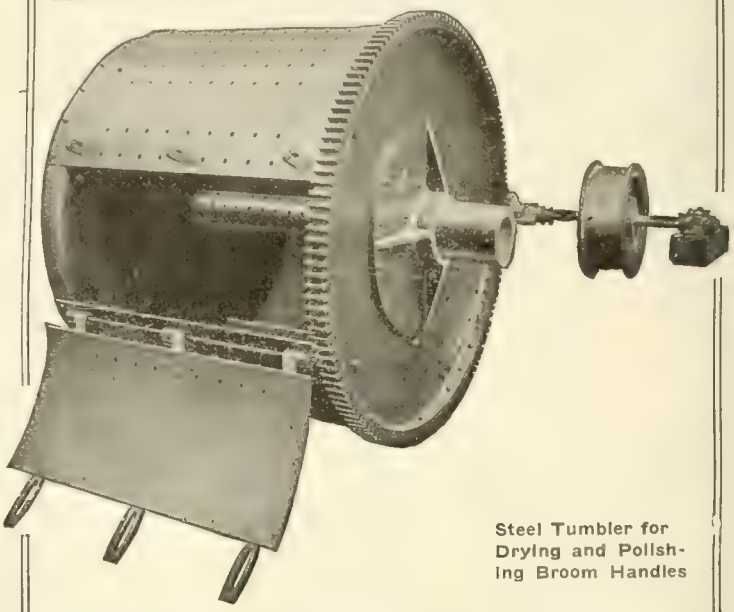
Morehead Mfg. Co.

Dept. "8" Detroit, Mich.

STOCKS CARRIED IN
New York Philadelphia Chicago San Francisco Los Angeles
Wichita, Kan. Memphis, Tenn. New Orleans, La.
Birmingham, Ala. Chatham, Ala.

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used at portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. Write Today for Catalog and Prices

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

O. P. HURD, Jr. & COMPANY

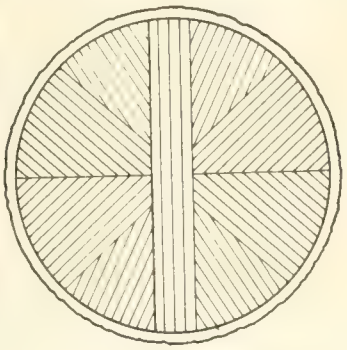
MANUFACTURERS AND WHOLESALERS
HARDWOODS, POPLAR
COTTONWOOD, and CYPRESS

2 CARS 4/4 CLEAR SAP POPLAR
2 CARS 4/4 NO. 1 COMMON POPLAR
1 CAR 5/4 CLEAR SAP POPLAR
2 CARS 5/4 NO. 2 COMMON A. POPLAR
1 CAR 5/4 NO. 2 COMMON B. POPLAR
1 CAR 6/4 1S AND 2S COTTONWOOD
10 CARS 4/4 1S AND 2S COTTONWOOD
2 CARS 5/4 1S AND 2S COTTONWOOD
3 CARS 4/4 1S AND 2S PLAIN RED OAK
10 CARS 4/4 NO. 1 COMMON PLAIN RED OAK
100,000' 4/4 NO. 1 COMMON CYPRESS

Band Saw Mill and Yards: SELMA, ALA.
Office and Yards: CAIRO, ILL.

INDIANA

WHERE THE BEST HARDWOODS GROW



We show herewith the end of an OBO Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

J. V. STIMSON & CO. **OWENSBORO, KY.**

Grades that Make Good

Cypress

Cottonwood

Oak, Ash

Gum & Elm

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

2 C/L 8/4 1 and 2 White Ash
1 C/L 8/4 No. 1 Com. White Ash
2 C/L 12/4 1 and 2 White Ash
1 C/L 12/4 No. 1 Com. White Ash
2 C/L 16/4 1 and 2 White Ash
1 C/L 16/4 No. 1 Com. White Ash

OHIO AND INDIANA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

THE WOLF-LOCKWOOD LUMBER COMPAN

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000' 4/4 1st & 2nds Black Ash
70,000' 4/4 No. 1 Com. & Bet. Basswood.
11,000' 8/4 No. 2 Com. Basswood.
10,000' 4/4 1st & 2nds selected Red Birch
10,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch.
25,000' 8/4 1st & 2nds Birch.
10,000' 12/4 No. 1 Com. & Bet. Birch.
15,000' 8/4 No. 2 Com. & Bet. Beech.
17,000' 4/4x11" & up 1st & 2nds Hard Maple.
17,000' 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000' 8/4 No. 1 Com. & Bet. Hard Maple.
3,000' 10/4 No. 1 Com. & Bet. Hard Maple.
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000' 16/4 No. 1 Com. & Bet. Hard Maple.

SOUND WORMY CHESTNUT

Cut at our own Heidelberg, Kentucky, Band Mills

55,000' 8/4
165,000' 4/4

A few cars each of dry
4/4 No. 1 Common Chestnut.
4/4 FAS Quartered White Oak.
4/4 FAS Plain White Oak.
4/4 Log Run Basswood.
4/4 1sts & 2nds Yellow Poplar, 7" to 17".
4/4 Clear Saps Yellow Poplar.

Please write us quickly for low prices

THOMAS FORMAN COMPANY .·. DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

ROCK MAPLE IXL FLOORING

Wisconsin Land & Lumber Company

Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SACINAW, MICH.

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.
Mill Connections Seperton, Wis.
Storage Yard in Connection.
Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record* :: *Chicago

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH,	NO. 2 & BETTER, 4/4–12/4
ASH,	NO. 2 & BETTER, 4/4–12/4
ELM,	NO. 2 & BETTER, 4/4–12/4
BASSWOOD,	NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

The Scott & Howe Lumber Co., Ironwood, Mich.

MANUFACTURERS OF

HIGH-GRADE NORTHERN HARDWOODS

We solicit your inquiries for special cut Basswood, Birch, Black Ash and Michigan Gray Elm for spring and summer delivery.

We make what is known as the "SCOTT & HOWE" grade. A sample car will convince you that it is right.

¶ **We sell to CONSUMERS AND LEGITIMATE WHOLESALERS ONLY; and will not accept orders that call for a certain percentage of a choice lower grade mixed with a higher grade.**

BIRCH

56,300' 4/4 No. 1 & 2 Com.
24,800' 4/4 No. 3 Com.
12,900' 5/4 No. 1 & 2 Com.
11,500' 5/4 No. 1 Com.
99,900' 5/4 No. 1 Com. & Better
28,300' 12/4 No. 1 Com. & Better

SOFT ELM

14,100' 5/4 No. 1 Com.
21,800' 5/4 No. 2 Com.
16,100' 6/4 No. 1 & 2 Com.
16,000' 6/4 No. 3 Com.
15,100' 8/4 No. 1 & 2 Com.

MAPLE

43,900' 4/4 No. 2 Com.
278,000' 4/4 No. 3 Com.
23,000' 5/4 Firsts & Seconds
92,400' 5/4 No. 1 & 2 Com.
16,600' 5/4 No. 1 Com.
10,600' 6/4 No. 1 Com.
6,200' 6/4 No. 2 Com.
47,400' 6/4 No. 1 Com. & Better
15,000' 8/4 No. 1 Com. & Better
89,800' 8/4 No. 3 Com.

BASSWOOD

11,900' 4/4 No. 1 Com.
71,100' 4/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4	Plain Red Oak 1 Com.	24000	16/4	White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4	Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4	Cottonwood 1 Com.
			20000	8/4	Cottonwood Log Run.
72000	4/4	Pl. White Oak 1s & 2s.	112000	4/4	Cypress Shop & Better.
143000	4/4	Pl. White Oak 1 Com.	26000	5/4	Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	48000	6/4	Cypress Shop & Better.
			31000	8/4	Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	26000	4/4	Gum 1s & 2s Red.
47000	4/4	Qtd. White Oak 1 Com.	27000	4/4	Gum 1s & 2s Sap.
12000	8/4	White Ash 1s & 2s.	25000	4/4	Gum Boxboards 13"-17".
13000	10/4	White Ash 1s & 2s.	38000	5/4	Gum Log Run.
			20000	6/4	Gum Log Run.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave.

WISCONSIN VENEER COMPANY

RHINELANDER, WIS.

DOOR and CABINET VENEERS in OAK, BIRCH and ASH

LARGEST PRODUCERS OF DOOR STOCK IN THE COUNTRY. MODEL MILL, IN HEART OF BIRCH BELT OF WISCONSIN. UNEQUALED SHIPPING FACILITIES. WE CARRY A LARGE STOCK IN STANDARD SIZES.

CHANGE OF NAME AND LOCATION

The Wisconsin Lumber & Veneer Co., having outgrown its Port Washington plant and in order to be "up to the minute" in the building up of Veneers, have erected a new veneer plant at New London, Wisconsin. Our favorable location, new plant and equipment will enable us to serve you with unusual promptness. We have installed a new $8,000 Linderman Jointer for making our lumber cores. We shall specialize as before in

Auto Dashes Panels Tops Bent Work of All Kinds

We wish to express to you our appreciation of favors extended us in the past and hope to merit a continuance of your esteemed patronage. Wishing you the compliments of the season, we remain, Very truly yours,

THE WISCONSIN SEATING COMPANY, New London, Wis.

Successor to THE WISCONSIN LUMBER & VENEER COMPANY

LEADING **VENEER** MANUFACTURERS OF THE U. S.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

Hoffman Brothers Company
QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK
WALNUT CHERRY **VENEERS** ASH MAPLE
AND HARDWOOD LUMBER
Let us send you Stock List FORT WAYNE, IND.

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT
HUMBOLDT, - TENNESSEE

Penrod Walnut & Veneer Co.
Walnut and Oak
VENEERS
Kansas City, Mo.
New Veneer Building at Helena, Arkansas
Ready March First

The Louisville Veneer Mills
MANUFACTURERS OF
VENEERS
THIN LUMBER
PANEL STOCK
LOUISVILLE KENTUCKY

KENTUCKY VENEER WORKS
ROTARY CUT
GUM, POPLAR, OAK
SAWED AND SLICED
QUARTERED OAK, MAHOGANY
LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplars
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

"Frost Quality" Veneers
Recognized Standard for 35 Years
Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent
Veneer Panels
Quality the Best
Prices Right *Deliveries Prompt*
Frost Veneer Seating Company
New York City
Sheboygan, Wis. Newport, Vermont
177 Pacific Ave., Jersey City, N. J.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

C. M. JENNINGS, Pres. and Treas. A. C. BERTHOLD, V. Pres. C. P. SHEHAN, Sec.

BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

OAK, GUM, CYPRESS, Etc.

We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.

Lumbermen's Building ST. LOUIS, MO.

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building Memphis, Tennessee

Salt Lick Lumber Co.

SALT LICK • • • • KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber • Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO

SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

FOR QUICK SHIPMENT

4/4" to 8/4" Sound Wormy Chestnut. Can Resaw and Surface. 3/8" and 13/16" Select and Clear Oak Flooring. PERFECTLY MANUFACTURED. 5" and 6" Poplar Bevel Siding, Clear and Select grade. 4/4" wide Poplar. 4/4" to 8/4" No. 1 Common and Select. Also No. 2 Common.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH

HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

GILCHRIST-FORDNEY COMPANY
LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine
Domestic and Export Trade

150,000 FEET DAILY

H. H. HITT LUMBER CO. FALKVILLE, ALABAMA
TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red	
4/4, 1s & 2s	65,000
4/4, No. 1 Common	135,000
4/4, No. 2 Common	50,000
PLAIN OAK—White	
4/4, No. 1 Common	115,000
4/4, No. 2 Common	40,000
5/4, No. 1 Common	90,000
5/4, No. 2 Common	55,000
QUARTERED OAK—White	
4/4, 1s & 2s	52,000
4/4, No. 1 Com.	76,000
QUARTERED OAK—Red	
4/4, 1s & 2s	4,200
4/4, No. 1 Com.	5,300
WHITE ASH	
4/4, 1s & 2s	1,100
4/4, No. 1 Common	5,900
4/4, No. 2 Common	1,400
8/4, 1s & 2s	6,300
8/4, No. 1 Common	8,900
8/4, No. 2 Common	3,000
POPLAR	
4/4, 1s & 2s	13,110
4/4, No. 1 Common	115,000
4/4, No. 2 Common A	69,000
4/4, No. 2 Common B	58,000
4/4, 9-12 Box Boards	8,000
4/4, 13-17 Box Boards	18,500
4/4, Panel, 18 up	17,750
Gum—Red, Log Run, 4/4	24,100
Gum Sap, Log Run, 4/4	92,000
Gum Sap, Log Run, 6/4	29,000

A FEW ITEMS OF DRY STOCK
WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

SEND US YOUR INQUIRIES

Himmelberger-Harrison Lumber Co.
Specialists Red Gum

Mills at
Morehouse, Mo.

Sales Offices
Cape Girardeau, Mo.

Louisiana Long Leaf Lumber Co.
Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING
A GUARANTEE OF PERFECTION

Frank Purcell Kansas City U. S. A.
Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company

CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

500,000	feet	6'	Hardwood Grain Door Boards.
900,000	feet	1"	No. 3 Common Hard Maple.
19,000	feet	5/4"	No. 3 Common Hard Maple.
12,000	feet	8/4"	No. 3 Common Hard Maple.
600,000	feet	4/4"	No. 3 Common Birch.
250,000	feet	5/4"	No. 3 Common Birch.
28,000	feet	6/4"	No. 3 and No. 3 Common Birch.
100,000	feet	4/4"	No. 3 Common Soft Elm.
100,000	feet	6/4"	No. 3 Common Soft Elm.
54,000	feet	6/4"	No. 2 Common and Better Soft Elm.
65,000	feet	4/4"	No. 2 Common and Better Soft Elm Jackets.
200,000	feet	8/4"	No. 2 Common and Better Rock Elm.
40,000	feet	8/4"	No. 3 Common Rock Elm.

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF ALL KINDS OF

HARDWOOD LUMBER

Great Lakes Veneer Co.

ROTARY CUT

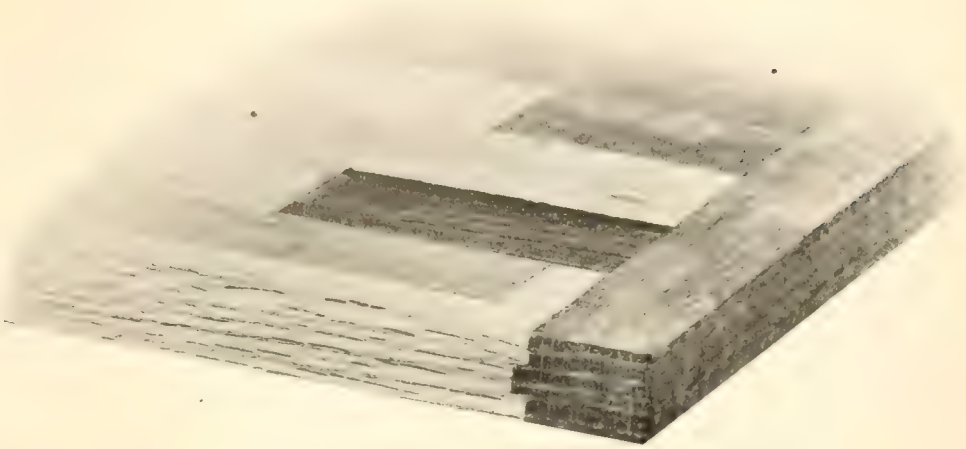
VENEERS

AND THIN LUMBER

MUNISING — MICHIGAN

Cut-off Ends, Edgings

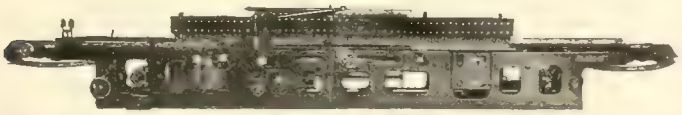
that are usually sold for kindling wood



Are being made, as illustrated,

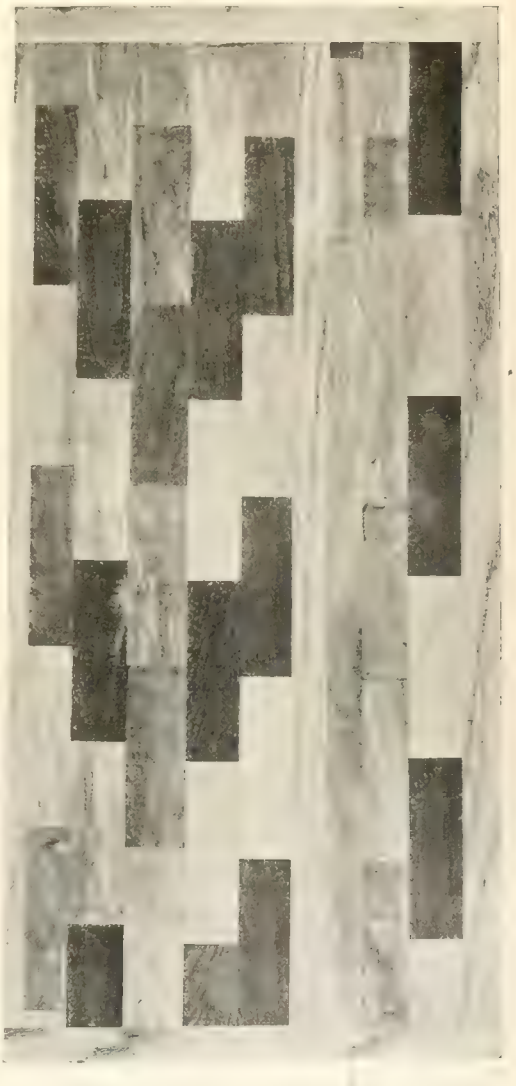
into cores for all kinds of veneered and cloth-covered products. The advantages of saving waste in this manner on a

Linderman Automatic



Dovetail Glue Jointer

is that there is no more expense in jointing the narrow and short blocks together automatically than there is in using longer lengths. The panels made from waste on the Dovetail Glue Jointer with the Tapering Wedge Dovetail Joint can't shrink or crack the veneer because this joint welds the blocks together into a panel that's as solid as the natural wood, and the veneer can be applied without delay. The Dovetail Glue Jointer is adapted to jointing all kinds of work; besides jointing flat work, moldings of different thicknesses can be jointed together automatically at one operation on the cross grain without tearing the lumber. Many manufacturers who use our method say it saves them 66⅔ percent in labor and glue, then they make their waste as valuable as wide lumber.



Linderman Machine Co.

New York City, 90 West St. **Muskegon, Mich.** **Woodstock, Ont.**

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

NATIONAL HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, JANUARY 25, 1912 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

35,000 ft. 5/8 Sap Poplar.
110,000 ft. 5/8 No. 1 Common Poplar.
40,000 ft. 5/8 No. 2 Common Poplar.
220,000 ft. 1" No. 1 & 2 Poplar.
40,000 ft. 1" No. 1 & 2 Qtd. Poplar.
70,000 ft. 1" No. 1 Common Poplar.
113,000 ft. 1" Sap Poplar.
60,000 ft. 1" No. 1 Common Poplar.
240,000 ft. 1" No. 2 Common Poplar.
125,000 ft. 2" No. 2 Common Poplar.
50,000 ft. 1½" No. 1 Common Chestnut.
30,000 ft. 2" No. 1 Common Chestnut.
160,000 ft. 1" No. 1 & 2 Qtd. White Oak.
270,000 ft. 1" No. 1 Com. Qtd. White Oak.
140,000 ft. 1½" Log Run Bass.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

"CHICKASAW BRAND" OAK FLOORING

Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

84 Williams Street NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech and Butternut
Bone Dry for Immediate Shipment

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4/4 to 4 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure Bone Dry.
Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

Can ship in mixed cars direct from our Nashville yard, Oak, plain or quarter sawn; Red or White Poplar; Ash, Chestnut and Hardwood Flooring, giving benefit of mill prices.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY

PHILADELPHIA, PA.

Harris & Cole Bros.

Durabuilt

OAK AND RED GUM

TRIM AND MOULDINGS

and OAK and RED GUM FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
CEDAR FALLS IOWA

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS OHIO

We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. December 26th, 1911

DRY STOCK LIST

4/4 Basswood No. 1 Common	200 M
4/4 Birch 1s & 2s Red	4 M
4/4 Cherry No. 3 Common & Better	10 M
4/4 Gray Elm No. 2 Common & Better	27 M
8/4 Gray Elm 1s & 2s	100 M
12/4 Gray Elm 1s & 2s	60 M
6/4 Hard Maple Step 1s & 2s	30 M
4/4 Maple No. 3 Common	10 M
4/4 Elm & Basswood No. 3 Common	50 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. December 26th, 1911

1x6 Basswood No. 1 Common	18 M
1x7 & up Basswood No. 1 Common	9 M
4/4 to 8/4 Cherry No. 2 Common & Better	10 M
8/4 Gray Elm 1s & 2s	36 M
12/4 Gray Elm 1s & 2s	54 M
1x10 to 14 Hard Maple 1s & 2s	14 M
1x15 & up Hard Maple 1s & 2s	14 M
1x10 & up Hard Maple 1s & 2s	26 M
6/4 Hard Maple No. 1 & 2 Common	25 M
6/4 Hard Maple Step, 1s & 2s	9 M
4/4 Maple and Beech No. 3 Common	40 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICE

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

750,000	ft.	5/4 No. 3 Common Beech & Maple,
400,000	"	6/4 No. 3 Common Beech,
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
30,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.



BASSWOOD

5 Cars 5/4 1st and 2nd.
3 Cars 5/4 No. 1 Common.

2 Cars 6/4 No. 1 Common.
2 Cars 6/4 No. 2 Common.
2 Cars 5/4 No. 3 Common.

2 Cars 6/4 1st and 2nd.
100 M ft. 6 4 No. 3 Common.

BIRCH

LOT NO. 1
200 M ft. 4 4 Log Run.
25 M ft. 4 4 No. 1 Common.

15 M ft. 4/4 No. 2 Common.
LOT NO. 2
4 M ft. 12/4 1st and 2nd.

15 M ft. 8/4 No. 1 Common and Better.
45 M ft. 6/4 1st and 2nd.
20 M ft. 5/4 No. 1 Common and Better.
EXTRA CHOICE

WISCONSIN RED OAK

80 M ft. 4/4 No. 2 Common and Better.
5 M ft. 5/4 No. 1 Common and Better.

70 M ft. 6/4 No. 1 Common and Better.

6 M ft. 8/4 No. 1 Common and Better.
4 M ft. 12/4 No. 1 Common and Better.

Sawed in Bayfield County, Wisconsin **Finest Oak in the State**

MEARS-SLAYTON LUMBER COMPANY

1237 Belmont Avenue, **CHICAGO, ILL.**

For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum

80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6 4 1s & 2s Sap Gum
25 M. ft. 8 4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

White Bros. Lumber Co.

MANUFACTURERS AND WHOLESALERS

HARDWOOD & PINE LUMBER

SPECIALIZING IN OAK AND GUM

1261 Monadnock Block, CHICAGO

TEL. NO. HARRISON 7303

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

J. RAYNER

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES CANAL 1830 CANAL 1831

I own and offer for sale 1,280 acres in one body, located in Southwest Arkansas, 2½ miles from railroad — estimated 7,500,000 feet — 75% oak, 10% ash, 10% hickory, 5% other timber. Easy logging. Soil silt deposit. Land will make a fine plantation when cleared. An excellent proposition for a small mill. Price right and terms reasonable. Write me about it.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

WE WANT AN ORDER FOR

one car of 4/4" 1s and 2s Plain Oak per month for the next six months

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK

156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK

48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK

32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD

36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR

24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT

24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH

18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"SPECIAL PRICES"
BONE DRY STOCK

50 M 1" 1s and 2s Plain Red Oak.
15 M 1" 1s and 2s Plain Red Oak, 8 and 10 ft.
20 M 8/4 1s and 2s Quartered White Oak.
100 M 4/4 No. 1 Com. and Better Chestnut.
25 M 4/4 No. 1 Com. and Better Tough White Ash.

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD NO. 3

4,000 ft. 4/4 1s & 2s Quartered White Oak.
9,500 ft. 4/4x2½" to 5½" Clear Face Qtd. White Oak Strips.
28,000 ft. 4/4 No. 1 Com. Quartered White Oak.
6,500 ft. 4/4 No. 2 Com. Quartered White Oak.
3,000 ft. 4/4 Common & Better Plain Oak, largely white.
12,500 ft. 4/4 to 8/4 Common & Better Ash.

Send us your inquiries for delivered prices on this stock. We also have at our Nashville yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Cable Address—Lamb

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

JANUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST & 2ND QRTD. WHITE OAK, 6" & UP	.....	.....	.....	5,000	10,000	16,000	150,000	10,000	2,000	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK, 4" & UP	.....	.....	.....	2,000	.....	15,000	140,000	19,000	4,000	.....	.....	.....
NO. 2 COM. QRTD. WHITE OAK	.....	.....	.....	.....	.....	.....	126,000	.....	.....	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK STRIPS	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....	.....	.....
1ST & 2ND PLAIN WHITE OAK, 6" & UP	.....	.....	.....	3,000	22,000	15,000	.....	.....	.....	44,000	4,000	.....
NO. 1 COM. PLAIN WHITE OAK, 4" & UP	.....	.....	.....	2,000	2,000	.....	50,000	.....	.....	2,000	10,000	.....
NO. 2 COM. PLAIN WHITE OAK	.....	.....	.....	.....	.....	2,000	60,000	2,000	.....	.....	.....	.....
1ST & 2ND PLAIN RED OAK, 6" & UP	.....	.....	.....	.....	2,000	15,000	152,000	28,000	.....	10,000	.....	.....
NO. 1 COM. PLAIN RED OAK, 4" & UP	.....	.....	.....	.....	.....	55,000	30,000	4,000	18,000	.....	.....	.....
NO. 2 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	.....	7,000	.....	.....	.....	.....
NO. 3 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
OAK CORE STOCK	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1ST & 2ND RED GUM, 6" & UP	.....	.....	30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000	.....	.....
NO. 1 COM RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	48,000	56,000	15,000	.....	.....	.....
NO. 1 COM. & BTR. FIGURED RED GUM	.....	.....	.....	.....	.....	.....	50,000	12,000	.....	.....	.....	.....
1ST & 2ND SAP GUM, 6" & UP	.....	20,000	11,000	9,000	13,000	35,000	49,000	53,000	2,000	2,000	5,000	3,000
1ST & 2ND SAP GUM, 18" & UP	.....	.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....
BOX BOARDS, 13-17	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
NO. 1 COMMON SAP GUM, 4" & UP	4,000	.....	11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000	.....	.....
NO. 2 COMMON SAP GUM	.....	.....	.....	.....	16,000	6,000	209,000	.....	11,000	2,000	.....	.....
NO. 3 COMMON SAP GUM	.....	.....	.....	.....	.....	.....	30,000	40,000	.....	.....	.....	.....
CLEAR SAP GUM STRIPS	.....	.....	.....	.....	.....	.....	16,000	.....	.....	.....	.....	.....
NO. 1 COMMON ASH	.....	.....	.....	.....	.....	.....	.....	.....	3,000	5,000	.....	.....
LOG RUN CYPRESS	.....	.....	.....	.....	.....	.....	.....	.....	.....	78,000	.....	.....
LOG RUN ELM	.....	.....	.....	.....	.....	.....	.....	.....	3,000	30,000	.....	.....
TUPELO GUM BOX BOARDS, 13" TO 17"	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
COMMON & BETTER TUPELO GUM	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
LOG RUN HICKORY	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 **Station G, Memphis, Tenn.**

Mills at Memphis, Tenn., and Mound, Ark.

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¾" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

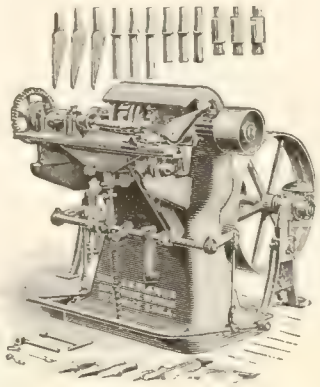
VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

OVER 60 YEARS OF DEFIANCE

HIGH-GRADE WOOD-WORKING MACHINES



Insulator Pin Lathe

The culminative result of three score years of successful experience—DEFIANCE tools have been tested in the crucible of public opinion and have never been found wanting.

Economy—Efficiency—Safety

When you buy woodworking machines you feel you want the best. This is the only kind we manufacture. Our tools are an investment that produces dividends.

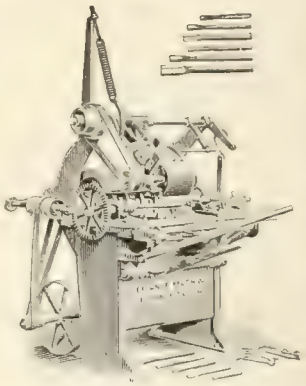
Let Us Become Acquainted.

Address Dept A for full particulars and prices.

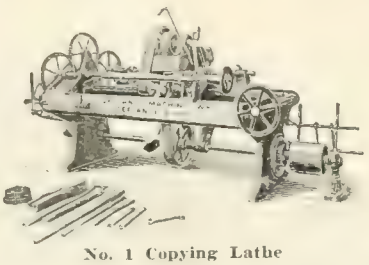
THE DEFIANCE MACHINE WORKS

DEFIANCE, OHIO

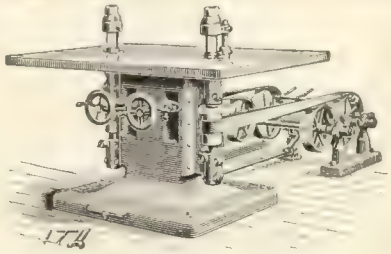
SEE OUR EXHIBIT AT 1219 WASHINGTON BLV'D, CHICAGO



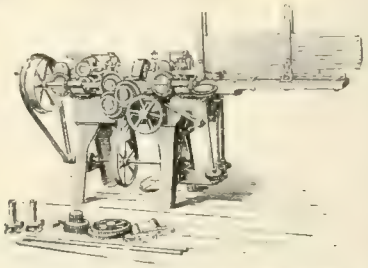
Hammer and Hatchet Handle Lathe



No. 1 Copying Lathe



Double Spindle Upright Shaper



Chaplin Automatic Handle Lathe

THE SEAL OF QUALITY

THE BEST HARDWOOD FLOORING

BAY CITY

HANSON-WARD VENEER CO.

MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

VENEER CONSUMERS

BEFORE PLACING CONTRACTS ON ORDERS FOR 1912
SEE WHAT CINCINNATI DEALERS HAVE TO OFFER

CINCINNATI The Leading Veneer Market of the World

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY

CINCINNATI OHIO

After January 1st we will have a large new line of

FIGURED MAHOGANY
CIRCASSIAN WALNUT
CURLY BIRCH
QUARTERED GUM
ROSEWOOD
QUARTERED OAK

AND ALL KINDS OF PLAIN VENEERS

Old Stock Will Be Disposed of at Greatly Reduced Prices

Circassian WALNUT VENEERS

LAGUNA
Mahogany
LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For quick shipment we will make very low prices on the following. All this stock is band sawn and thoroughly dry.

1 car 4/4 1s & 2s Poplar
2 cars 4/4 No. 1 Com. & Select Poplar
5 cars 4/4 No. 1 Common Poplar
2 cars 5/4 No. 1 Common Poplar
3 cars 6/4 No. 1 Common Poplar
1 car 8/4 No. 2 Common Poplar
1 car 4/4 No. 1 Common Plain Oak
1 car 4/4 S. W. Chestnut
1 car 6/4 S. W. Chestnut
1 car 1x18 & up Panel & No. 1 Gum
2 cars 4/4 No. 1 Common Red Gum
1 car 5/4 No. 1 Common Red Gum
3 cars 4/4 1s & 2s Qtd. White Oak
2 cars 5/4 No. 1 Com. Qtd. White Oak
1 car 6/4 No. 1 Com. Qtd. White Oak
1 car 4/4 No. 2 Com. Qtd. White Oak

Do not hesitate to write us regarding anything in hardwoods, whether it appears on this list or not, as the stock listed here are only a few cars we want to move quickly.

We have first-class planing mill and can manufacture any of our stock to suit your requirements.

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

LET US FIGURE WITH YOU FOR YOUR REQUIREMENTS IN OAK AND GUM. WE SHIP DIRECT FROM OUR ARKANSAS, MISSISSIPPI AND LOUISIANA MILLS.

CINCINNATI
THE GATEWAY OF THE SOUTH

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

3 cars 1″ 1sts & 2nds Cherry, good widths and lengths
1 car 5/4 1sts & 2nds Cherry, good widths and lengths
2 cars 1″ No. 1 Com. Cherry, good widths and lengths
1 car 1″ No. 3 Com. Cherry, good widths and lengths
500,000 ft. 1″ dry Chestnut, all grades
200,000 ft. 6/4 Dry Chestnut, all grades
75,000 ft. 1″ Log Run Basswood
30,000 ft. 3″ Log Run Elm
50,000 ft. 2″ Log Run Elm
20,000 ft. 2″ 1sts & 2nds Ash
1 car 4″ 1sts & 2nds Ash
1 car 3″ 1sts & 2nds Hard Maple
1 car 2″ No. 2 Common Basswood

Edward C. Bradley, 702 Gerke Bldg., Cincinnati, Ohio

WE MUST MOVE

50,000 ft. 1″ 1s & 2s
36,000 ft. 1¼″ 1s & 2s
70,000 ft. 1½″ 1s & 2s
48,000 ft. 2″ 1s & 2s
250,000 ft. 1″ No. 1 Common
55,000 ft. 1¼″ No. 1 Common
86,000 ft. 1½″ No. 1 Common
75,000 ft. 2″ No. 1 Common

Chestnut

RIEMEIER LUMBER COMPANY
CINCINNATI, OHIO

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, - OHIO

WE HAVE our own yard in Cincinnati and excellent mill connections in the South.

We have been closely associated with Southern hardwoods for years, and can guarantee that our stock will please you.

Write us for anything in southern hardwoods.

U. A. CARRIER
Hopple Street and C., H. & D. R. R., Cincinnati, O.

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4″ No. 1 and Panel Gum, 21 to 25″
1 car 4/4″ No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12″ up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12″ up.
1 car 12/4″ 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12″ up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4″ 10″ & up 1s & 2s Ash.
1 car 8/4″ 1s & 2s Ash.
1 car 5/8″ 1s & 2s Qtd. W. Oak.
1 car 5/8″ 3½″ to 5½″ Clear Strips Qtd. W. Oak.
1 car 3/4″ 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4″ No. 1 Common Qtd. W. Oak.
½ car 4/4″ 12″& up 1s & 2s Plain Red Oak.
½ car 4/4″ 12″ & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

CINCINNATI
THE GATEWAY OF THE SOUTH

L. W. RADINA & CO.
DEALERS IN
POPLAR AND HARDWOODS
CINCINNATI : : OHIO

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO
Manufacturers of Rough and Dressed
POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress
Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS
OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

THE FRANK SPANGLER COMPANY
WHOLESALE HARDWOOD LUMBER AND COLONIAL PORCH COLUMNS
Our Specialties: **CYPRESS AND BAY POPLAR**
COTTONWOOD AND GUM
Direct Shipment from our yards at Memphis, Tenn.
Office, 56-7 Smith & Baker Bldg.
TOLEDO, OHIO

The Jackson Lumber Co.
Manufacturers of
LUMBER
C. O. WORLAND, Manager **JACKSON, TENN.**



BAND-SAWN END-TRIMMED **HIGHLAND WHITE OAK** **NATIONAL GRADE 3/8 in. TO 4/4 in.**
PRICE AS LOW AS CONSISTENT WITH GOOD QUALITY

Atkins Silver Steel Chisel Bit Saws



NOW IS THE TIME TO PLACE YOUR ORDERS FOR ATKINS CIRCULAR SAWS

There is no other Saw made of as fine material—nor none so scientifically made. Specify and insist on the genuine and see to it that our name is on the Blade. Accept no substitute.

ATKINS SILVER STEEL SAWS

Silver Steel is famous because it is very tough and very fine. The points will take a sharp, keen, cutting edge and retain it for a remarkably long time. On account of this toughness, the teeth swage nicely and do not break off. SILVER STEEL Saws run longest, with least possible attention.

Inserted Tooth Saws

Drop Forged, Milled, Tempered properly and carefully finished, they last where others go to pieces.

Try Atkins Inserted Tooth Saws, Points and Holders. There are none which will give you as good results.

Atkins Always Ahead

BAND, CROSS-CUT and all other Mill Saws.

SAW FITTING TOOLS
MACHINE KNIVES

COVEL AUTOMATIC FILING ROOM MACHINERY.

Place your orders now for delivery when ready. If you have trouble in getting them through your regular source, then write to the nearest address below.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND. **CANADIAN FACTORY, HAMILTON, ONT.**

Branches: Memphis, Atlanta, New Orleans, Chicago, Minneapolis, New York, San Francisco, Seattle, Portland, Ore. VANCOUVER, B. C.

BUFFALO

The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD LUMBER
1142 SENECA STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

I. N. Stewart & Bro.
Specialties:
CHERRY AND OAK
892 ELK STREET

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH, and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS OF ALL KINDS
893 EAGLE STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

ORSON E. YEAGER
Specialties:
OAK, ASH, AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm, Brown Ash
PACIFIC COAST FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
Buy and Carry Large Quantities of
ALL KINDS OF HARDWOODS
955-1015 ELK STREET

NEW YORK

LEADING MANUFACTURERS AND JOBBERS

HAVE you read Forestry Circular 185? If not, send to the Bureau of Agriculture, Washington, D.C., and ask them to send you a copy—then order a trial carload of

COLOMBIAN MAHOGANY

We quote the following prices in carload lots F. O. B. New York City:

1's and 2's	10½	No. 2 Common	5½
No. 1 Common	8½	Shorts	3½
Culls	3		

Also about 5,000 ft. log run 10/4 @ 7½ and about 10,000 ft. log run 12/4 @ 7½—all bone dry.

Finished samples on application

W. S. BROWN, 96 Wall St., New York

SHORT
on
Maple, Birch, Beech or Basswood
?

For **quick shipment** write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

Hamilton H. Salmon & Co.

82-88 Wall Street,

NEW YORK CITY

PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - - BOSTON, MASS.

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

J. S. KENT CO., PHILADELPHIA

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

CHAS. K. PARRY & CO.

Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

HARDWOOD AND N. C. PINE MANUFACTURERS

Do you want a representative in this market? We are prepared to take on a few new connections, either purchasing the lumber outright or selling it on a commission or salary basis. We discount all our bills.

HADENTINE LUMBER COMPANY

Sixth and Penn Streets, Camden, N. J.

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

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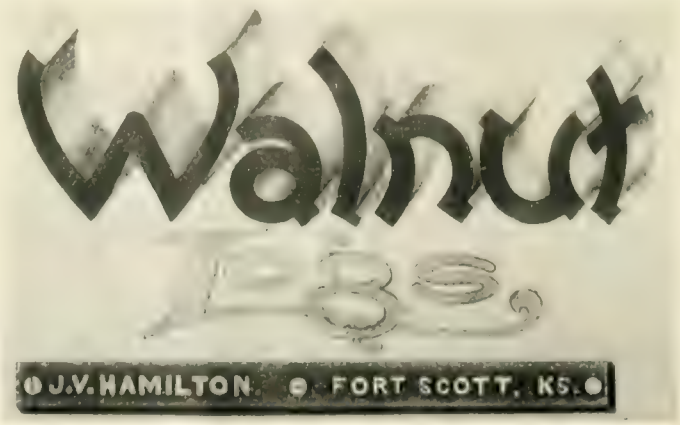
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White and Red, Quartered and plain sawed, all grades and thicknesses.

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All grades and thicknesses.

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Another specialty of ours is **special thicknesses and widths** of high-class **Yellow Poplar.**

You know about our very **superior mountain Red Oak.** We are not securing a large quantity of oak this year, but what we have is unusually fine. The widths are good, and the logs are cutting largely firsts and seconds, which is being sawed to 5/4, 6/4 and 8/4.

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President

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537 So. Dearborn Street, CHICAGO

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Editorial Comment

GENERAL MARKET CONDITIONS

Even the most pessimistic can find no fault with the growing volume of inquiries, and actual business that is being transacted in hardwood lumber the country over at the present time. Notwithstanding the very inclement weather conditions—extreme cold and heavy snow in the North, and unseasonable weather and much rain in the South—there is an increased demand for hardwoods of nearly all varieties. The only feature that militates against everyone in the trade being satisfied is the unprofitable limit of price that it seems possible to secure, notably for low-grade lumber. Very few manufacturers or jobbers pretend to have made any considerable profit during 1911. This result has come about not from lack of business, but from the lack of the possibility of doing business on a profit-showing basis.

Stumpage values have lessened in no quarter, and in many places have shown a considerable accretion in price. With a surplus of sawmill capacity beyond current log supply, there has been a scramble on the part of log buyers, which has resulted in one bidding against another, and in some instances a higher price has been paid for logs than the value developed in the lumber manufactured. In other words, it has been a good situation for those who have logs for sale, but a bad one for manufacturers who attempted to make any money out of such purchases. Manufacturers are lying awake nights studying ways of improving their efficiency and for lowering their manufacturing cost, but very few have succeeded in accomplishing very much towards that end.

The paucity of profits prevailing in manufacturing hardwoods is reflected to no little extent in the wholesale trade. It is doubtful if jobbers ever did business on as thin a margin of gross profit as they have for some months past, but through close competition among themselves and from a considerable portion of the manufacturing element, it seems impossible to secure a just margin between bulk prices and carload selling values. This paucity of profit situation is leading to increased complaints of the mixing and lowering of grades, which to the minds of many is about the only solution of getting a new dollar out of an old one in lumber transactions.

The situation is not a very pleasant one to contemplate, but it will undoubtedly obtain until a beter understanding between all elements of the trade is reached, and a substantial and well-developed basis of actual grade value is more thoroughly established.

With the remarkably low stocks of shipping dry lumber in first hands, and considering the paucity of holdings of both jobbers and wholesale consumers, the hardwood trade of the country logically should be in better shape than it has been in years.

A good volume of trade is in sight, including no inconsiderable quantity of business from railroad and other corporation sources. There seems to be a marked feeling involving the necessity to "do business," and everything would indicate an overplus of selling talent. Hence the result is too rigorous competition, and both prices and profits suffer.

Both plain red and white oak is in excellent request and there is an increased demand for quarter-sawed white oak, notably in the East.

Improved conditions are obtaining in red and sap gum, there being an especial increase in the request for sap gum.

Poplar is holding its own in excellent shape, although there is sufficient to meet current demand.

Ash generally is somewhat sluggish, but prices are fairly well maintained.

There is undeniably an increased call for cottonwood of all grades, and a manifest shortage in and soaring price on 5/4 and 6/4.

The one item which is in particular request at the present time is soft maple. There seems to be a veritable boom in the demand for this lumber, and it is achieving a price that puts it up in line with all other standard woods.

All the northern woods are in good request, with birch and maple the leaders. However, there is an improvement in the

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demand for basswood, gray elm and beech, and quite an increase in requests for rock elm. Northern operators have their stocks well in hand, and there is apparently no surplus of any kind or grade.

Bad weather conditions are keeping down the log output, both in northern and southern sections, and it is doubtful if an overstock of any item of hardwood could be secured, even if operators were anxious to increase their cut.

The money market is very easy, but in the face of this, lumber collections generally are notoriously slow.

The January furniture expositions have been going on for several weeks, and while the sales are not particularly disappointing, they have reached no remarkable volume. Buyers are taking on moderate quantities of new designs, but are placing no large orders. There is every indication pointing to a fair demand for material entering into this line of work, but there will be no big demand from this source for some time.

Since bad weather has materially interrupted building operations, there has been a slowing up of demand for interior finish lumber for the past month, but with the large amount of new work in sight, there will surely be an increased call for lumber from this source.

It is certain that a very largely increased volume of orders will be had from railroads and car builders this year. Bills of no inconsiderable size have already been placed, and thousands of others are out for bids.

Hence, leaving out of consideration the grade and price situation, the prospect for a good business in hardwoods is most excellent, and so marked, in fact, as to tax the stock and capacity of practically everyone engaged in hardwood production and marketing.

It is believed by many that prices will very shortly readjust themselves to a much more profitable basis, which must needs be accomplished before any considerable profit can be secured to the manufacturer or jobber.

Lumber Association Meetings

On January 25 will be held the mid-winter meeting of the Michigan Hardwood Manufacturers' Association at the Pontchartrain Hotel, Detroit. This issue of HARDWOOD RECORD is being held so as to enable it to cover briefly the work of this meeting, which involves a discussion of market conditions, the Michigan cut for 1911, the proposed cut for 1912, proposed forest fire protection measures, and many other topics of general interest.

The Hardwood Manufacturers' Association of the United States will hold its tenth annual meeting at the Sinton Hotel, Cincinnati, O., on Tuesday and Wednesday, January 30 and 31. On Monday preceding the meeting a conference of the executive board on the association will be held, and also a meeting of oak producers. There is every promise that this convention will call out even a larger attendance than the more than seven hundred that have been in attendance at these gatherings during the last few years. A program of importance to every hardwood manufacturer, wholesaler and wholesale consumer has been arranged.

The Northern Hemlock and Hardwood Manufacturers' Association will hold its third annual meeting at Hotel Pfister, Milwaukee, on Wednesday, January 31, beginning at 10 a. m. The program will include reports of the offiers, reports of the bureau of grades and railroad committee, statement of cut and shipments, and stock on hand, discussion of market conditions, etc.

A general meeting of the signers for application to membership to the new Lumbermen's Club of Chicago will be held at the Auditorium Hotel on Thursday, February 1, at which time reports will be received from the various committees, and the organization perfected.

The Yellow Pine Manufacturers' Association will hold its annual meeting in New Orleans on Tuesday, Wednesday and Thursday, February 6-8.

What promises to be a remarkably important meeting is the annual of the Lumber Sales Managers' Association, which will be held at the Auditorium Hotel, Chicago, Thursday and Friday, February 15 and 16. The committee in charge of the program for this meeting promises one that no lumber sales manager can afford to miss. Secretary Klann of this association will have headquarters at the Cincinnati meeting of the Hardwood Manufacturers' Association next week in room 909, Sinton Hotel, on the convention floor, and will be pleased to talk sales managers' association affairs to all interested.

The National Wholesale Lumber Dealers' Association will hold its annual meeting at the Seelbach Hotel, Louisville, Ky., on Wednesday and Thursday, March 6 and 7, with the Louisville Lumbermen's Club and several other important commercial bodies of Louisville as hosts. The board of trustees of the National Wholesale Lumber Dealers' Association, as well as the hosts, invite all lumber manufacturers and wholesalers to be present and participate in the deliberations of this organization.

Program of Hardwood Manufacturers' Association Meeting

The program for the tenth annual meeting of the Hardwood Manufacturers' Association of the United States, which is to be held at the Sinton Hotel, Cincinnati, O., January 30 and 31, involves the opening of the meeting at 10:30 a. m. on Tuesday, January 30. Addresses of welcome will be delivered by the Hon. Judson T. Harmon, governor of Ohio; Hon. Henry T. Hunt, mayor of Cincinnati; W. T. Hutton, president of the Cincinnati Business Men's Club, and Samuel W. Ritchie, president of the Lumbermen's Club of Cincinnati. These addresses will be followed by a response by some member of the association, and the annual address of President Townsend; the report of the treasurer, and that of the secretary. The morning session will be concluded by the appointment of committees.

The afternoon session will involve committee and officers' reports, and a series of important addresses by experts in various lines of lumber manufacturing, distribution and utilization.

At 6:30 Tuesday evening in the main convention hall, a banquet will be given, at which all visitors will be invited to participate.

The greater part of Wednesday morning will be devoted to committee meetings, and hence it is not expected that the convention will reconvene until 11:30 a. m., at which time the reports will be received and acted upon; new business will be taken up, and the election of officers for the ensuing year will take place.

All indications point to an unusually large attendance.

An Amazing Fire

In the destruction by fire of the palatial Equitable building a few days ago, in New York, there were features that make the circumstance unique. Here was a building thought to be fireproof, which proved to be a storehouse of countless tons of inflammable matter, which once in flames made stone and iron crumble like paper. Certain things about this erstwhile palatial marble building should have educational results that are worthy of remembrance.

There certainly is a moral criminality in putting flues near an elevator shaft. It is morally criminal to throw away a lighted match, cigarette or cigar stub even in a supposedly fireproof building. It is a mistake to conclude that monster stone or concrete walls make a building fireproof, because no matter what the component construction of the building may be, it is not fireproof when filled with inflammable materials.

This fire again repeats the demonstration that stone, concrete and steel, so called fireproof buildings, are in no wise fireproof, and should further emphasize that slow-burning wood construction is much the safer type of building construction yet planned.

The Oldest Lumberman Dead

The newspapers report the death of Col. A. P. Hanson, the oldest resident of Newton, Iowa, who died at the age of ninety-five. He was formerly a timber merchant and for the last ten years has borne the distinction of being the oldest lumberman in the United States.

Pending Steel Passenger Car Legislation

As HARDWOOD RECORD prophesied would be the case, agitation is prevalent in Congress, looking to the enactment of drastic laws forcing railroads to purchase and employ steel passenger equipment on all their trains. Representative Donohue of Philadelphia has introduced another steel car bill, which provides that before January 1, 1914, it shall be unlawful for railroads engaged in interstate transportation of passengers to use in their lines a passenger coach which is not made of steel and which is not vestibuled. After a railroad has complied with the law by replacing all or most of its coaches with steel cars, it is authorized to refuse to accept from connecting lines coaches not built of steel.

The bill further provides that railroads failing to comply with the law by the specified time shall be fined five hundred dollars for each offense. The Interstate Commerce Commission is empowered to see that the law is enforced.

In presenting this bill the congressmen indulged in the usual character of "running off at the mouth" talk, by which similar legislation is always accompanied. Mr. Donohue regards the sacrifice of human lives through railroad accidents every year as one of the greatest national scandals, and thinks the federal government in its power to regulate interstate commerce should leave nothing undone to tend to minimize the evil to make railroad travel safer. His panacea for this evil is to compel railroads to replace their wooden coaches with "pressed steel cars of a modern type, that have proven their shock resisting and fire-resisting qualities in wrecks."

No lumberman or association of lumbermen can afford, for the sake of stimulating increased wood consumption, to stand in the position of obstructionists to progress. Especially, they cannot afford to insist on the continued use of wood in railroad car building, if by any chance the steel car offers added protection to the lives, health and comfort of the traveling public.

For more than four months HARDWOOD RECORD has published a series of articles, which have constituted a thesis on the relative merits of steel cars vs. wooden cars built on reinforced steel platforms, which to the minds of the unbiased, has demonstrated beyond peradventure that nothing has yet been developed in steel car passenger construction that is in any wise an improvement over the former type of wooden cars, either in safety, healthfulness or comfort. On the contrary, it has been clearly demonstrated that these new-fangled steel cars are entirely experimental; that in a collision they are just as liable to telescope as wooden cars; that owing to their rigidity they have shown failure to take cross-overs and switches; that they are highly extravagant in cost and haulage; that they are very uncomfortable vehicles in which to ride, both in cold and hot weather; that the occupants are almost invariably afflicted with colds in winter weather; that they are noisy and nerve-racking, and in no wise give the same comfort to occupants as do wooden sleeping and passenger cars.

It must be borne in mind that in spite of the general republication of all, or considerable portions of these articles, in thousands of newspapers and magazines throughout the United States, there has been, with one exception, so far as the clipping bureau of HARDWOOD RECORD reveals, no attempt made to defend steel cars. This defense, published a few weeks ago in several trade papers, was a very weak and unsatisfactory one, and was written by a man who manufactures the steel doors employed in steel coaches, and therefore his opinion on this subject may be regarded as strictly *ex parte*. No car building engineer has come to the defense of steel passenger cars; no prominent railroad man has had the temerity to argue in their favor; and even the steel trust magnates, who are responsible for this monumental humbugging of the railroads and traveling public, have put up but the one specious plea: "Increased safety to the traveling public."

Leaving aside any selfish interest lumber manufacturers may have in securing a continuance of the use of wood in passenger car construction, it would look as though they should join the railroads in this case to put the true facts concerning steel passenger equipment before Congress, in such a forceful way that the Donohue and other pernicious bills now pending, would be held up indefinitely in committees, and not even be given the opportunity of being presented for vote.

AN INVITATION
to the
TENTH ANNUAL CONVENTION
HARDWOOD
MANUFACTURERS' ASSOCIATION
of the
UNITED STATES,

CINCINNATI, OHIO, JANUARY 30 AND 31

Your attention is directed to this convention, which promises to be the most important meeting ever held by this association, and its deliberations should be of the utmost importance to everyone interested in the manufacture, sale and use of southern hardwoods.

The condition of the trade during the past year, and the outlook for the future will be carefully analyzed.

The very important questions to be considered, and problems to be solved, are of themselves a sufficient reason for any sacrifice that may be necessary to attend.

The program will be of unusual interest, and will embrace many subjects of vital importance to every division of hardwood production, distribution and utilization.

Addresses will be made by people eminently qualified to handle the various subjects in a masterful way.

I believe this meeting will afford an opportunity for education and logical plans being laid for the future that no one interested in hardwoods can afford to miss.

We want your presence, co-operation and advice, and assure you of a hearty welcome.

HARDWOOD MANUFACTURERS' ASSOCIATION
OF THE UNITED STATES.
W. B. Townsend, President.

Efficiency and Profits

Many students of industrial affairs believe that the time is past, never to return, when old-fashioned fancy margins of profit will be secured from any kind of manufacturing pursuit. This general belief finds no exception in lumber manufacturing.

The trend of the times is apparently towards big business, higher efficiency and a scaling down of profits. The trend of commercial affairs also is looking to the extinction of intermediary profits in many lines. What the future will bring forth in both manufacturing and sales methods and resultant profits in the lumber business is conjectural.

Nothing has really been accomplished in years to make for higher efficiency and the lowering of cost in lumber production. On the contrary, leaving out of consideration constantly increasing stumpage values and lowering quality of logs, there has been a marked increase in lumber manufacturing cost, incident to higher cost of all factors entering into it, including labor.

Experience demonstrates that comprehensive operation in lumber production does not mean lowering cost. The highest efficiency today is secured in the personally conducted small sawmill operation. A coffee-pot mill, sawing ten thousand feet a day, can actually produce lumber at less actual cost than the most elaborately equipped big mill.

Manufacturers in all lines are seeking higher efficiency in an attempt to lower the cost of production. This is a serious problem in lumber manufacture, because there is no way of establishing basic rules to accomplish this result, from the fact that every lumber operation constitutes a new proposition, involving new problems necessary of solution to accomplish these results.

Probably today the actual reduction of logs to lumber, i. e., sawmilling itself, is down to a base of cost that is as low as can be reasonably expected. That is to say, the average band or circular sawmill when regularly run is now producing lumber at a remarkably low cost per thousand feet. Apparently the efforts of all machinery and lumber manufacturers have centered on this one feature of lumber production. It has been possible to accomplish this result in this end of the lumber business by reason of the location of these plants; by means of improved machinery; by means of centralizing competent labor; and primarily, by reason of the principals' personal attention to this detail of the business.

Cost weakness, if it may be so termed, in many cases is manifest in the entire range of logging operations. Here cost varies one hundred per cent, and sometimes three hundred per cent, under different conditions, and it seems to be a feature of lumber production where efficiency is very seriously lacking, but where it is practically impossible to get the work down to a system of high efficiency. Again, for years there has been nothing evolved by which the cost of yarding lumber, and handling lumber from the sawmill to the piles, and from the piles to kilns or cars, has been reduced.

In the study for the making of higher efficiency and lowering cost, it would seem that the two features of the lumber business open to criticism on account of high cost are the logging and yard ends of the business. No student of lumber affairs will argue that it is not within the realm of possibility to eliminate a good deal of the prevailing woods and sawmill waste in the initial end of lumber operations. It would seem also that there is an unnecessary and extraordinary cost in handling lumber from the mill to the cars. Much of lumber yard cost now prevailing should be eliminated, and a great deal of the handling and rehandling of lumber must be avoided if the lumber manufacturing business is going to be put on a plane with many other manufacturing industries.

The steel trust in its various plants has the reputation of having achieved a very high state of efficiency in the production of its product. Testimony coming out in the steel trust case, during the last few days, indicates that, notwithstanding some very extraordinary intermediary profits, the actual cost of steel rails is approximately $18.80 a ton. Hence, it is easily shown that when the steel people are making the railroads pay, as they have for years, $28.00 a ton for steel rails, they are getting a remarkably fancy profit, but it must be borne in mind that the steel rail business apparently constitutes the one element of steel production that does show such a profit. Other items of steel and iron production are being sold relatively at a very much lower price, and in fact down very nearly to gross cost. Its general line of production is practically being handled as "fillers," to maintain tonnage, and keep the numerous plants of the trust in operation.

The same monetary interests control to a large extent the cement industry. In this line it apparently has reached even a higher state of efficiency in production, and in the face of this low cost, it is selling its product at and below cost.

As steel and cement are the two chief competitors of lumber, it would look as though lumber manufacturers in self-protection should exercise all possible acumen in an attempt to achieve higher efficiency and a lower manufacturing cost, in order to meet competition.

Bearing on this subject of lowering average cost is the much discussed and comparatively little practiced scheme of the utilization of woods and sawmill waste. Really in only one community in the United States is this plan carried out in a logical way. This system prevails at Cadillac, Mich. Authoritatively it may be stated, that based on present stumpage values, Cadillac producers figure that there is no profit in the production of lumber *per se*, but that their entire net revenues come from the saving they make in the remanufacture of their rough lumber, and in the utilization of woods and sawmill waste.

There never was a time in the history of the trade when lumber manufacturers had greater problems confronting them than at the present time, and here is the opportunity of associations' co-operation in analyzing these difficulties and making plans to correct them.

Can the problems be solved?

Fire Losses for 1911

The Lumbermen's Underwriting Alliance has just issued a bulletin in which it says that the general fire loss totals for 1911, on all classes of property in the United States and Canada, are practically the same as in 1910, being in excess of $234,000,000. Records available show that over fourteen million dollars worth of lumber properties burned during the twelve months.

The circular recites that a resume of the origin and causes of these fires, so far as known, brings into fresh prominence the excessive penalty paid for negligence, partly due to lax cleaning methods and partly to failure to examine and properly maintain fire apparatus.

The prominent feature of losses for 1911 is the unusually large proportion of sawmills and planing mills destroyed. One unusual feature of the 1911 losses was the destruction of two practically new sawmills, both equipped with standard fire-fighting facilities, and of several others which ranked high in the average for good housekeeping and fire-protection. Of sundry sawmill fires, causes are traceable in three cases to sparks, probably from stacks; four from sparks, probably from the slab pit; one from sparks, probably from the furnace; one from smoking, probably pipe ashes, cigarette ends or matches; two probably from friction or hot bearings causing dust explosion, and one probably from defective electric wiring.

In a further analysis of these losses, the circular states that out of sixty-four fires, forty per cent started on Saturday night, Sunday night or before operations began on Monday morning. A large portion of them occurred during the absence of the manager. The reasons assigned for fires under such circumstances are analyzed that mills are usually at their dirtiest at the end of the week, and hence sparks find much nutriment in the form of dust, grease and rubbish; and in the absence of the owner or manager, employes are prone to slight their work, and rules against smoking are frequently disregarded during such absence; and lastly, that watchmen following the time-honored practice of making Saturday night a period of indulgence and relaxation, are not in the best condition to either discover or extinguish a Saturday night blaze.

The Alliance suggests that owners of sawmills insist on early evening clean-up work, and that it be done thoroughly; a close weekly inspection of the fire-fighting apparatus, that watchmen may have facilities to handle blazes in their first stages; and close supervision of watchmen's habits and practices, that his faithfulness and valuableness may be determined.

The Gibson Tally Books

Two years ago HARDWOOD RECORD put out an aluminum tally card cover, designed to carry one to four tally tickets, 4⅛x8¾ inches in size, or two double page tickets 8¾x8¾ inches. Rights to the patents of the General Manifold Company were taken over to use its carbon-backed paper for this purpose, and these tickets were made in single manila cardboard, or with one or two duplicate sheets on top thereof, enabling users to have single tickets, double tickets or triplicate tickets as they might desire, and in any form of ruling or design that might appeal to their taste.

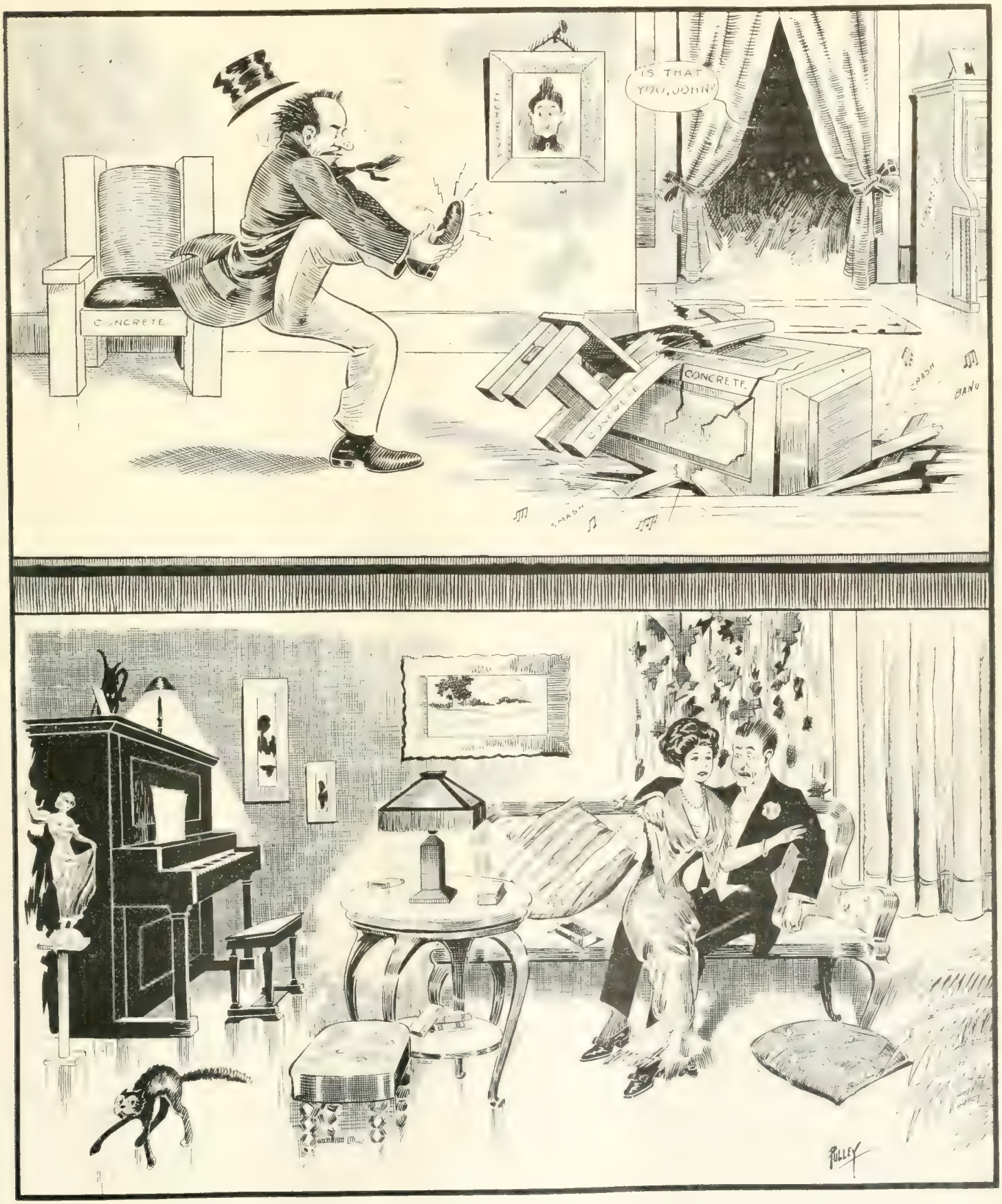
This Gibson Tally Book scheme fell into immediate favor, not only with lumber manufacturers and jobbers, but with the factory trade. At this time the book is employed by more than two thousand institutions, and new customers are a daily occurrence.

This aluminum cover system of handling tally sheets, and the tickets themselves, have appealed to manufacturers, in many other lines, who tally various products, and orders are frequent from concerns outside of the lumber industry.

Recently a Wisconsin operator placed an order for a log scale report card, and he advises that it suits his purpose exactly. This card shows at a glance the number of logs of each kind on a car, the total number of logs, and the scale of each log, together with the footage of each kind separately, and the total on the car, together with the totals previously reported, and a grand total.

Any reader of HARDWOOD RECORD who is not familiar with the Gibson Tally Book and the system, will be forwarded circular literature and specimens of the tickets on application. The cover itself is sent on approval to responsible buyers.

AN AWFUL CONTINGENCY



When the occupant of the second-floor flat installs Edison's concrete furniture

Builders of Lumber History

NUMBER CVIII

ELMER W. HARRIS

(See Portrait Supplement)

This is a story about a specialist—about a specialist in the hardwood lumber business. It's a story that is unique in this long list of HARDWOOD RECORD reviews of people who have made history in lumber enterprises to find an individual in a non-producing timber state who has achieved both commercial success and personal distinction in hardwood affairs.

Such a man is Elmer W. Harris of Harris & Cole Bros., Inc., of Cedar Falls, Ia., who by specializing in house trim and mouldings has built up a big manufacturing industry, and from whose plant is distributed goods not only over Iowa and all the country between the Missouri and Mississippi rivers, but whose trade extends into Wisconsin, Illinois, Indiana, Ohio and even farther East.

Mr. Harris is essentially the exponent of the commercial possibilities of specializing in one particular feature of the lumber business. He was born in Ft. Dodge, Ia., on January 19, 1875. His father was Norman H. Harris, who was born and raised within forty miles of Chicago on a farm near Crystal Lake. His mother was Mary Elizabeth Westlake, born at Newburgh, N. Y., whose people removed to Illinois in the early days of her childhood. Mr. Harris was reared at Cedar Falls, and was graduated from the high school of that city in June, 1894. He entered the employment of Harris & Cole Bros., Inc., in January, 1896, working under the guidance of the founders of the business, his father and Rutledge Harris, his uncle. He received his total business experience in connection with this plant and office, in various lumber manufacturing plants in Tennessee and Alabama conducted by this house, and as a traveling salesman, working in the interests of both northern and southern departments of this business.

The elder Mr. Harris died in 1905, and Elmer W. Harris was elected president of the company. Mr. Harris was married to Miss Amy Suddard at Lawndale, a Chicago suburb, on December 14, 1907, and the result of the union is one daughter, Amy Elizabeth, now fourteen months old.

Of Mr. Harris personally it can be said that he is not of the type that stands in the middle of the road, but essentially has well conceived and matured opinions of his own on every subject connected with business, with politics and with social affairs. He is a thorough believer that "all things come to him who waits"—if he hustles while he waits. He believes further that Emerson was exactly right in his observation regarding the beaten path which the world will take to the door of a man who performs a given task better than anyone else, and this idea has always dominated the policy of himself, his brothers and his associates in Harris & Cole Bros., Inc., in the conduct of every detail of their business. He believes that every railroad in the great Middle West is and always shall continue to be the much beaten path to their factory.

In politics Mr. Harris is a progressive Republican. He believes that some men by reason of their unusual ability are entitled to unusual rewards, but he does not believe that any man is several hundred million dollars smarter than any other smart man. Hence he is a believer in progressive republicanism, as he thinks it stands for a more accurate distribution of rewards for honest labor than do the principles of either the stand-pat Republicans or stand-pat Democrats.

Mr. Harris and his associates specialize not only in interior trim and mouldings, but also in oak and red gum finishing lumber, which they furnish in any and every desired form ready to be put into a building. Above all else they guarantee "to ship right and to ship quick." They trade-mark their goods—they trade-mark them "Durabuilt," and on this slogan they have established friendly business relations with a very large clientage of retail lumbermen, corporations and large structural builders throughout the great territory which they serve from the Cedar Falls mills.

The latest supplemental enterprise of Harris & Cole Bros., Inc., is the purchase of a large tract of oak and gum timberlands in Lamar county, Alabama. The company is now engaged in the erection of a model single band sawmill plant at Sulligent, Ala., and the building of ten miles of logging railroad for the purpose of converting this timber into lumber. Sulligent is on the Frisco System, midway between Memphis and Birmingham.

L. L. Harris, a brother of Elmer W. Harris, is the manager of this new plant, which will be in operation in about sixty days. It is expected that the high-grade stock in this mill will be moved to the company's plant at Cedar Falls, for remanufacture, while the low-grade will be made into dimension stock for the furniture trade.

As its supplement to this issue, HARDWOOD RECORD presents the counterfeit presentment of Elmer W. Harris, and it does so with the belief that it will be appreciated as an office ornament by many of his personal customers throughout not only the retail but also the wholesale consuming trade of the country; and besides that it will form an introduction for Mr. Harris to many new customers, who will appreciate knowing something about a man, who believes in doing all things well.

Low-Grade Hardwoods

A well-versed hardwood wholesaler is of the opinion that too many low-grade hardwood logs, especially in ash, oak, beech, maple, basswood, birch and chestnut, are cut in inch boards, and sold at a very low price, that should be manufactured into joists and scantling, which would stand to be sawed to 1⅞" thick by 8, 10 and 12" wide, 10' to 18' long. This character of stock, sawed in this way, will easily raise the value over one inch from two to three dollars a thousand, and a large portion of it can usually be marketed close at home on a low freight rate. This suggestion is worth considering, notably by many small millmen.

Not an Exact Science

A correspondent submits a series of four inspection reports on one car of chestnut lumber, one inspection certificate being that of a leading lumber association, as follows:

FIRST INSPECTION.

4,177	feet 4-4 1sts and 2nds.
9,439	feet 4-4 No. 1 common.
13,616	feet.

SECOND INSPECTION.

2,634	feet 1sts and 2nds.
9,011	feet No. 1 common.
674	feet No. 2 common.
55	feet No. 3 common
1,259	feet sound wormy
13,633	feet.

THIRD INSPECTION

2,618	feet 1sts and 2ds
7,657	feet No. 1 common.
876	feet No. 2 common.
93	feet No. 3 common.
2,098	feet.
13,342	feet.

FOURTH INSPECTION

1,761	feet 1sts and 2ds.
7,657	feet No. 1 common.
1,243	feet No. 2 common
2,475	feet sound wormy.
13,136	feet.

The correspondent's comments on the various reports are that "We are willing to certify that the general run of hardwood inspections that are now in practice is a good deal of a farce. This series of inspections is not an unusual experience, and we have cases where inspection will vary as much as this one when the car is repeatedly inspected by the same man."

The writer alleges that careful and intelligent inspectors are getting scarcer every day.



ELMER W. HARRIS

CEDAR FALLS, IOWA



VAN B. PERRINE, FORT WAYNE, PRESIDENT.



C. H. KRAMER, RICHMOND, SECRETARY.



JAMES BUCKLEY, BROOKVILLE, TREASURER.

Annual Indiana Lumbermen

The thirteenth annual meeting of the Indiana Hardwood Lumbermen's Association was held at Evansville, Ind., on the afternoon and evening of Thursday, January 18. The organization was the guest of the Evansville Lumbermen's Club.

The meetings of the association have grown to be functions of getting together once a year for the sake of renewing acquaintances and participating in the good fellowship that always obtains. This particular session was no exception. There were about one hundred and twenty-five members of the association present, which was only slightly less than the usual number who attend the meeting when it is held at Indianapolis.

The meeting was called to order at the rooms of the Evansville Business Association at 2 p. m., and was presided over by Vice-President Van B. Perrine, owing to the absence of President E. A. Swain, who was in California; Secretary C. H. Kramer, recording.

Phelps Darby, vice-president of the Evansville Business Association, welcomed the visitors. C. H. Barnaby responded on behalf of the association.

Secretary Kramer read the president's address, which simply recited the conditions that had obtained in business during the past year, and was optimistic concerning the prospect of better conditions for the year to come. He believed that the country needed a more rigorous enforcement of the laws already enacted rather than the making of new laws. He concluded by looking towards an organization of business men as a panacea of the evils besetting commercial affairs in Indiana, and recommended that a movement be put on foot by which the Indiana Hardwood Lumbermen's Association co-operate with other business organizations in a united effort to assist the entire business of the state.

Secretary Kramer then gave his report, in which he said he believed that lumber manufacturers should carefully study improved methods of production in order to reduce, if possible, the loss in producing lumber of inferior grades. He thought cost sheets should be studied more carefully, and believed that while the hardwood market was in fair shape, there should still be a reduced production.

James Buckley, treasurer, showed that the association had a cash balance of $7.08 on hand, which was about three dollars better than his predecessor had been able to show.

Before the reports of the officers were read, Ex-Vice-President Fairbanks was introduced and made an address on the subject of "Municipal Forestry," in which he professed to be a strong believer. He contended that the state of Indiana should increase its wood lot preserves, and perpetuate and conserve not only its forest resources, but the other natural resources of the state.

On motion of J. V. Stimson of Huntingburg, Ind., a vote of thanks was tendered Mr. Fairbanks for his timely and forceful address.

Col. F. B. Posey of Evansville was then introduced, and spoke particularly about conserving the natural resources of the streams of the country, and carried on the same line of argument for which he has been famous for more than a quarter of a century. He is a great believer in the utilization of the central river streams of the country for transportation purposes, and believed the time would come when the Mississippi, Missouri and Ohio rivers would become great arteries of traffic.

J. M. Pritchard, of the committee on inspection, stated that much work had been done by the two national organizations looking to the perfection of a single standard of inspection, but no definite results had yet been achieved. He hoped that very soon the committee would be able to report that something of a definite character had been accomplished.

Hon. W. A. Guthrie spoke of the good work that is being done by Luther Burbank in the making of a new type of walnut tree by crossing the American and English varieties.

S. Burkholder of Crawfordsville, chairman of the committee on forestry, read an admirable paper covering the present work of forestry under the Indiana State Forestry Bureau management. Mr. Burkholder stated that the experience of the State Forestry Commission demonstrated that there was very little prospective value in the planting of catalpa trees of any variety. He believed that the money so invested had been largely wasted.

On motion of J. M. Pritchard, the chair was authorized to appoint a committee of three to assist in organizing the Indiana Businessmen's Association as suggested by the president in his address.

On motion, the chair was instructed to elect a nominating committee, and he appointed as such committee: C. H. Barnaby, Claude Maley and A. J. Smith. This committee very shortly reported, recommending as officials for the ensuing year, the following gentlemen:

PRESIDENT—Van B. Perrine.
VICE-PRESIDENT—Bedna Young.
SECRETARY—C. H. Kramer.
TREASURER—James Buckley.
DIRECTORS—C. H. Barnaby, George Palmer, W. A. Guthrie, J. V. Stimson, S. Burkholder, Claude Maley, J. M. Pritchard, C. A. Wood, Frank Galbraith, W. W. Knight, Haynes Egbert, Walter Crim, George Waters and E. A. Swain.

The gavel was taken from the chairman, and on motion, the ticket was unanimously elected.

On motion of J. V. Stimson, it was resolved to hold the next annual meeting of the association at Indianapolis.

A vote of thanks for the honor of his election as president was given Mr. Wade by Mr. B. Prentice.

On motion, a vote of thanks was extended to the Evansville Lumbermen's Club for its courtesies.

In the evening at the St. George hotel an elaborate banquet was served, at which nothing was left undone in the way of good viands and good cheer.

Charles W. Fairbanks was the principal speaker of the evening, but among others were President F. A. Diggins of the National Hardwood Lumber Association; F. F. Fish, secretary of the same association; Lewis Doster, secretary of the Hardwood Manufacturers' Association, and several other noted after-dinner orators.

The Evansville Lumbermen's Club is certainly entitled to a great deal of credit for the splendid way in which it entertained the visitors. It supplied every attendant with a neat, loose-leaf memorandum book, in which were inserted, in addition to its blank leaves, various tickets entitling the visitors to the courtesies of the Elks Club, the Press Club, the Crescent Club, the Country Club, the Evansville Business Association, the banquet, and in fact everything worth while in the Key City of Indiana.

The elaborate badges worn by the members at the meeting were supplied with the compliments of the well-known "Silver-steel" saw people, E. C. Atkins & Co., Inc., of Indianapolis, Ind.

The following is a list of the members of the Evansville Lumbermen's Club, which acted as host at the meeting:

Albert Starbuck, Petersburg, Ind.
C. P. White Lumber Company, Evansville, Ind.
Clemens Reutz Sons Company, Evansville, Ind.
Evansville Veneer Company, Evansville, Ind.
J. V. Stimson, Huntingburg, Ind.
J. V. Stimson & Co., Owensboro, Ky.
J. H. Moeller & Co., Mt. Vernon, Ind.
Maley, Wertz & Grimwood, Evansville, Ind.
Young & Cutsinger, Evansville, Ind.
American Wood Works Manufacturing Company, Evansville, Ind.
D. B. MacLaren & Co., Evansville, Ind.
Federal Stave & Lumber Company, Evansville, Ind.
Fullerton Powell Hardwood Lumber Company, Evansville, Ind.
Maley, Wertz & Foote, Vincennes, Ind.
Reimeier Bros. & Cummings, Evansville, Ind.
The Wolflin-Luhring Lumber Company, Evansville, Ind.
Maley & Wertz, Evansville, Ind.
Jos. Waltman, Evansville, Ind.
Anton Brucken, Evansville, Ind.
Rockport Box Manufacturing Company, Rockport, Ind.
Frank Bloomer, Evansville, Ind.
Von Behren Manufacturing Company, Evansville, Ind.

"Doings" at Nashville

The spirit of "get together" that has been manifest in Nashville for the last year has culminated in the organization of a thoroughly competent business association known as the Nashville Lumbermen's Club.

To thoroughly carry out its objects this organization recently, co-operating with the Commercial Club of Nashville, has completed a handsome club house occupying four floors of a new double front business block on one of the principal corners of the city.

On Thursday evening, January 16, at this club house was held the annual banquet of the Nashville Lumbermen's Club. In all details the affair reflected no little credit on the new club for the way in which both the business and the general "fundom" were handled. At the banquet table were seated well towards one hundred and fifty members and a few guests. It was the largest gathering of Nashville lumbermen ever known in the history of the trade. Four tables reached nearly the entire length of the banquet room, and in the center was a large round table, around which were seated the officers of the club and its guests.

The room was most tastily decorated with flowers and plants, and the entire scheme was set off with a bank of flowers on the center table. Good music and a vaudeville entertainment followed the dinner.

Hamilton Love, president of the Lumbermen's Club, acted as toastmaster of the evening in a most admirable manner.

Sundry telegrams of regret were read by the toastmaster, and Lewis Doster, secretary of the Hardwood Manufacturers' Association, was then introduced. He gave a happy speech, during which he paid a tribute to the memory of the late John B. Ransom, and



HAMILTON LOVE, PRESIDENT.



A. B. RANSOM, CHAIRMAN TRANSPORTATION COMMITTEE.



S. LIEBERMAN, VETERAN NASHVILLE LUMBERMAN.

incidentally advertised the forthcoming convention of the Hardwood Manufacturers' Association, to be held at Cincinnati, on January 30 and 31.

H. H. Gibson, editor of HARDWOOD RECORD, was next introduced and spoke briefly on the subject of what the lumber trade is up against in the way of competition at the present time, and gave an analysis of the unfairness of the existing competition against wood that is being instituted by the trusts dominating the steel and cement industries.

Charles M. Morford was next presented and made a very scholarly address on the subject of the loss and gain in business, and gave a practical demonstration of the cost involved in handling a yard business in the city of Nashville.

James H. Baird of the Southern Lumberman, spoke on the topic of "Dividends of Good Fellowship," in which he insisted that the dividends obtained by this means were very great, and in support of this statement, said that the evidence was presented at this time by the very presence of the greatest number of lumbermen from middle Tennessee that ever before broke bread together. He enumerated the many local evidences of the good fellowship spirit that had made it possible to advance the commercial interests of Nashville during the past few years.

Charles Barham of Nashville, general freight agent of the N. C. & St. L. Railroad, was introduced and made a magnificent address on the subject of the relation of the railroad to lumbermen. He presented many facts pertaining to the transportation of forest products that were new to the majority, and, on the whole, handled his topic in a very masterly way. He contended that the distance commodities hauled had and should have very little weight for the prices charged for the service, as the basis of the charge should be a just proportion of the increased value of the commodity when transported from its place of origin to the place of sale. Mr. Barham's speech was by far the best effort of the evening.

Col. F. M. Hamilton, a veteran Nashville lumberman, talked on the subject of old and more recent history in connection with hardwood lumber affairs, and punctuated his address with many pleasing personal reminiscences.

Following this talk, S. Lieberman, another veteran of the Nashville lumber trade, told about early sawmill days in the Nashville district, and gave an abstract of his history in connection with lumber affairs on the Cumberland river.

A unique bill of fare was given the guests, which was printed on a coarse gray cardboard in brown ink, and bound between thin sheets of poplar and quartered oak lumber, the two varieties for which Nashville is famous.

Those to whom both the club and the guests were indebted for handling the details of the entertainment were Hamilton Love, president of the Nashville Lumbermen's Club, and of Love, Boyd & Co.; Olin White of Wistar, Underhill & Nixon; Anderson Baker, Baker, Jacobs & Co.; T. B. Johnson of the Tennessee Hardwood Lumber Company; C. L. McConnell of the Nashville Hardwood Flooring Company, and N. R. Silber of the Atlanta Lumber Company.

The entire affair was one of such royal good fellowship that it will be a long time in escaping the memories of the participants. The lumbermen of Nashville are certainly to be congratulated, both on the character of their president, Mr. Love, and of the other gentlemen who so ably co-operate with him in furthering the interests of this famous pioneer Tennessee hardwood market.

The Situation in Kansas City

With very few exceptions members of the trade in Kansas City are starting 1912 with a good opinion of the possibilities of the year. Primarily this cheerfulness is based on a really brisk opening up of trade already, coupled with a number of other facts which will surely have a favorable effect upon business, such as an absolute scarcity of stock in the hands of the entire consuming trade, favorable reports from the agricultural districts, local activity in the purchase and renting of houses and, in favor of better prices, low stocks at mill points.

Kansas City is essentially a pine rather than a hardwood center and from there are distributed primarily building lumber, car stock, railroad timber, ties, etc., rather than factory hardwoods. But, any material increase in demand for that class of lumber can not but have a helpful influence upon the market for graded hardwoods, and it is for this reason that increased activity in such an important center as Kansas City can be considered as presaging better conditions in all other lines.

For several months back the country yard trade drawing upon Kansas City has been anything but enthusiastic in regard to purchases. This attitude was but a reflection of the farmer's state of mind, for with insufficient rains he was foreseeing all kinds of calamities for his crops. Fortunately, however, the recent rains came in time to bolster up his drooping spirits and now with the heavy snow to nurse along the wheat crop, the farmer is already showing a readiness to put more or less of his cash into building and improvements. The good effects are already felt in the Kansas City market.

One of the most favorable symptoms is the active inquiry for railroad and car stock of all kinds and sizes. It only remains to be seen whether this is forced buying or really the beginning of a general loosening up policy among the railroads. In either event it can not but have a generally good influence. Already this activity, together with better conditions in other lines and short stocks at mills, has effected an average increase of from fifty cents to one dollar in pine prices.

Probably of more fundamental importance than actual increased orders, and Kansas City is but typical of most other important centers, is the apparent awakening to the absurdity of present business conditions. This awakening seems to have crystalized spontaneously into a determination to live down the spectre of hard times by refusing to recognize any logical reason for such a state, which there is not. This common sense attitude is growing and is already bearing fruit. One evidence of its existence is in the attitude of a majority of the trade towards the pending presidential campaign. Almost unanimously, while admitting its disquieting influence in the past, business men refuse to concede to politics the right to check the growing wave of business improvement. As the present depression is undeniably the result of a baseless mental attitude, with everybody boosting, as they are, business will just as surely be turned back into its proper course as it will be kept jogging along in the present rut of demoralization if the voice of the knocker continues to be recognized.

* * *

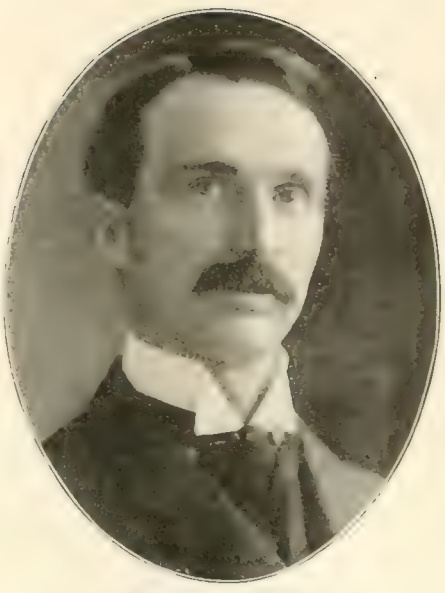
The Connelly Hardwood Lumber Company, whose hardwood yard and offices are now located at 1909 Baltimore avenue, expects the year 1912 to be entirely satisfactory. This concern is planning an enlargement of its yarding facilities, though it has not yet started to work definitely in this direction. A. H. Connelly will shortly visit the various mills from which this company draws its stock, with a view of looking over a line of lumber which will be at the disposal of the Connelly Hardwood Lumber Company during the year.

The Chapman & Dewey Lumber Company, another prominent hardwood house, speaks well of trade conditions, and says that the lumber business which is now conducted through the new Memphis office entirely, is all that could be expected.

A representative railroad and car material house is the Dierks Lumber & Coal Company. While this company is doing nothing in graded hardwoods at present, it reports that it is receiving a surprisingly gratifying number of orders from the railroads, and anticipates that this inquiry will continue to increase.



C. A. BIGELOW, BAY CITY



G. VON PLATEN, BOYNE CITY



F. A. DIGGINS, CADILLAC

MEMBERS OF EXECUTIVE BOARD.

Michigan Manufacturers Meet

(By Telegraph from Staff Representative.)

Tuesday, January 23, at the Pontchartrain Hotel, Detroit, was held the mid-winter meeting of the Michigan Hardwood Manufacturers' Association. There was an attendance of forty-one at roll call, which is about the average number at these meetings.

President Bigelow presided, and Secretary Knox recorded.

The secretary reported that every member of the association had reported on his stocks of lumber for 1911; that hardwood and hemlock stocks made a fairly good showing, except some grades of maple. He stated that numerous inquiries were being received for maple for many new uses, especially from abroad. The secretary asked members to forward to him a list of all inquiries for lumber received by them, that they can not supply, so that he could issue a weekly list of requirements to other members.

The secretary stated that the Pacific Coast rate case, affecting shipments from the lower peninsula of Michigan to the Coast, was still pending. No decision had yet been reached by the Interstate Commerce Commission, owing to some other unsettled questions upon which its decision would hinge. He reported that the complaint filed was likely to open up the Michigan rate question, and may result in other changes very favorable to Michigan lumber rates, and to the benefit of members interested in milling-in-transit. He reported that the subject would be reopened by the Interstate Commerce Commission at Washington on January 29.

Treasurer Mitchell's report showed total expenditures for the year of $5,880 with receipts of $6,372, leaving a balance of $491 on hand January 15; in addition to this, the association has certificates of deposit amounting to $4,500, showing total net assets of $4,991.

D. H. Day, chairman of the grading rules committee, reported in behalf of that committee. He recommended carrying over the hemlock inspection question without change, and did not commend the employment of a hemlock inspector at the present time.

F. A. Diggins, chairman of the legislative committee, in his report said that business men should take time to serve in state or national legislative bodies, as more could be accomplished by representatives of a given interest from the inside than by fighting from the outside.

Chairman Odell, of the market conditions committee, submitted a report, of which the following is an abstract:

The volume of hardwood business during 1911 was good, with prospects for better values being obtainable during 1912. Stock on hand at the sawmills of members of the association is less at the present time than in January, 1911, and sold up closer. There is a lighter supply and better demand in beech and No. 3 hardwoods than for a long time past. The stock of No. 3 on hand in Michigan mills is 3,000,000 feet less than a year ago. Twenty-four million feet of coarse hardwoods were cut into ties during 1911. The prospects are that the tie production in Michigan during 1912 will be fifty per cent greater than last year. This method of handling coarse logs is practically a solution of the low-grade Michigan hardwood problem.

There is every indication that beech, after years of education, is finally appreciated by consumers in the United States and Europe.

The demand thus far this year has so cut into the supply as to insure higher values.

Ash, basswood, birch, elm and maple met with a good demand during the most of 1911. The unsold stock on hand January 1, 1912, indicates a demand equal to the supply.

The trade in all kinds of hardwood lumber throughout the state is very satisfactory. The hemlock demand is stronger than for years past, and better prices are anticipated.

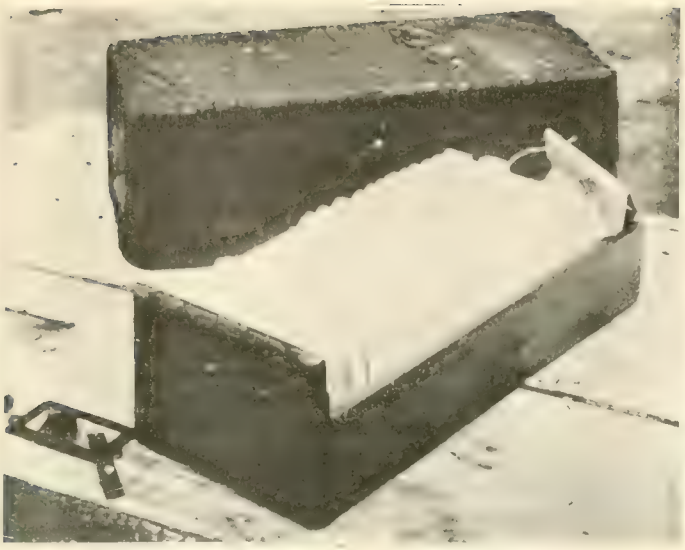
The discussion of this report brought out the fact that the only increase in maple on hand is in flooring stock, and that that is in the hands of manufacturers remanufacturing their own lumber into flooring at railroad mills. It was further shown that the stock for water shipment was the lowest ever known in the history of the hardwood trade of the state; that the outlook for No. 3 common looked strong, while the stocks on hand were low.

The forest fire protective committee, of which F. L. Richardson is chairman, recommended the ranger system to obviate danger from fire. He stated the cost per acre was slight.

The secretary read an article by H. B. Wyman, of Munising, showing the good work that is being done in northern Michigan by the ranger system. It was voted that a fire protection association be formed, and a committee was appointed to elaborate the details of such an undertaking, and to ask timber holders to back the movement financially, pro rata, according to the extent of their holdings.

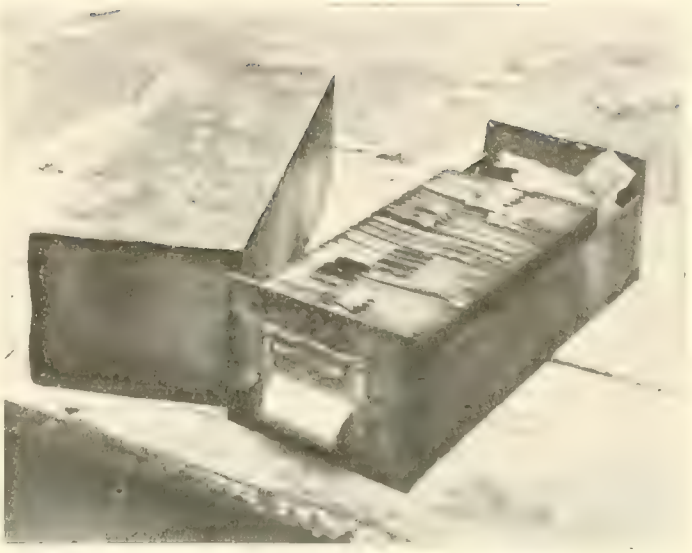
On motion, the grading rules committee was instructed to work out specific rules for a white maple grade, and report at the April meeting, with the object of having the rules incorporated in the grading rules of the National Hardwood Lumber Association at its Chicago meeting next June.

An invitation was received from Frederick Klapproth, vice-president of the National Box Manufacturers' Association, to attend a meeting of that organization in Chicago, in February. A committee of three was appointed to attend this meeting.



THE WOOD CABINET AFTER THE FIRE

The cards and guides were in perfect condition. Absolutely no evidence of fire inside the cabinet. Note the envelope in back of the cards, which contained celluloid. Very little heat would have caused the combustion of this celluloid.



THE STEEL CABINET AFTER THE FIRE

Note the condition of the cards; charred and powdered. The guides were practically consumed. It can be seen how the heat warped the metal, allowing the flames to come into direct contact with the cards and the guides.

The Wood Substitute Game

STEEL VS. WOODEN CARS

The editor of HARDWOOD RECORD had a call a few days ago from a gentleman allied with a large steel producing company, who, during the conversation, observed: "This country has gone mad on steel and concrete. We who are interested in furthering sales in these lines are fully aware that many new uses to which these products are being applied are experimental in their character. We know that neither the steel freight nor passenger car can yet be counted a success, although we have a belief that eventually a type of construction will be conceived and executed that will make steel cars cheaper, safer and better than the old type of wooden ones or the recently evolved steel cars.

"I will confess that you are more than two-thirds right in your analysis and deductions covering the frailties of steel cars as made at the present time, but I believe that these weaknesses will be corrected. I can say to you (with the reservation that my name in connection with the steel industry shall not be given) that the greatest besetting evil of the use of steel for many purposes today lies in the quality of the material. We steel men are willing to make better steel, and want to make better steel. We urge the use of better steel on manufacturers, but everyone is insistent upon cheapness, and the result is that the character of the steel that is going into the majority of work today is deficient in quality."

The above, to the best recollection of the writer, are substantially substantially the statements made by this man allied with the steel industry. These facts as he presents them certainly are worthy of thought, and should be the subject of investigation.

The verity of these statements is borne out by the official report of the Railroad and Warehouse Commission of the state of Minnesota, in the matter of the recent collision at Odessa, on the Chicago, Milwaukee & St. Paul railroad, in which it is stated:

The equipment of the passenger train consisted of what is termed all-steel construction. This is a misnomer. The underframing of these particular cars is made up of two rolled-steel girders which extend between the trucks only and are joined on the ends with cast-steel combined body bolster and platform. The platform and bolster frame of the sleeping car broke into pieces from the shock of the collision, and the rolled-steel girders were uninjured. Although steel car construction is still in the experimental stage, it appears that it is necessary to have rolled-steel girders extend clear through to the buffers, and that it is unwise to combine cast steel with rolled steel and expect the casting to uphold its portion of the responsibility. The casting on the sleeper "Beverly" was shattered to pieces, and its broken parts exposed to view defective metal, including several blow and sand holes. The body of the sleeping car had steel sides of ⅛-inch plate to hold the car together. There were no steel uprights, steel longitudinals nor cross-bracing used, and interior finish of the car consisted of wood and paper. Apparently too great reliance was placed upon the steel plate sides. Had the rolled-steel girders extended through to the buffers, the chances are that the car would not have been telescoped, and the attendant loss of life might have been averted.

As constructed, this type of car is probably no safer than the modern wooden sleeping car, and does not meet with the public idea of modern steel equipment.

This accident and the other similar one on the Illinois Central a few days ago, in which several prominent railroad men were killed, confirm the contention of HARDWOOD RECORD that the present type of steel cars is no safer to the traveling public, owing to their being built of steel, than the modern wooden sleeping cars, and, beyond this, there are many other well-substantiated reasons indicating that steel cars are not nearly as desirable for the transportation of passengers. Notably among these other reasons is the apparent inability of a rigid steel car to take cross-overs and switches with safety, their excessive cost, the increased haulage expense, their comparatively unsightly appearance as compared with wooden cars, their uncomfortableness to passengers in both winter and summer, and their general unhealthfulness to the traveling public.

The public has been beguiled into a belief that steel passenger and sleeping cars are safer vehicles, and, without studying or analyzing the matter, has simply let the steel trust, the steel car builders and the railroads, who have purchased this equipment, do its thinking. When the public finally does awaken to both the increased dangers and extravagant cost of steel car equipment, there will be an uprising on its part, and an absolute refusal to ride in this type of car until such a time as it is out of the experimental stage, and that a certainty of increased safety is offered to passengers.

THE STEEL FURNITURE GAME

It was the famous Phineas T. Barnum who observed that "the public likes to be humbugged," and his observation follows as a

corollary with the statement of the steel man quoted in this article, who says that "this country has gone mad on steel and concrete."

If there is any one science in which quite a portion of the business public of this country (save the lumber industry) excels, it is in the matter of scientific publicity.

The question of what constitutes the secret of business success was recently projected, with the query: "Is it selling the people what they want?"

The cogent reply came, "No, not exactly. It is educating them into wanting the things you have to sell."

There are other ways to inspire an inclination to purchase goods that are not involved in a display advertisement in either the newspaper or magazine. It is the insistent promulgation of supposedly authoritative statements exploiting the quality, desirability and value of certain articles.

It has been observed that the scientific salesmen is capable of selling "chunks of blue sky." The public is very gullible, and is too much inclined to let the interested promoter fix its opinions. It seems almost impossible to get the public to differentiate between non-inflammability and fireproof qualities in given materials. One casually concedes that iron and steel will not burn. Hence, when the manufacturer advertises the fireproof qualities of filing cabinets, office desks, doors, interior finish, et cetera, the claim is likely to go unchallenged. Unthinkingly, one will say: These are good things; steel will not burn; a piece of office furniture made of steel is fireproof.

This is far from the truth. Think it out. There is not a building regulation law or a building inspector in the country who will permit you to erect columns of steel to support a building unless these columns be encased with fireproof material. A conflagration of even a most moderate character would result in almost the instantaneous destruction of a building supported by unprotected steel posts and girders. There is no pretense in the scientific mind that steel of itself is fireproof. It is not even fire-resisting. It is simply non-inflammable.

With this fact in mind, how is it possible to "con" the public into the belief that stovepipe steel, when stamped into form and made into office filing cabinets, office desks, doors or interior finish, has any essential fireproof qualities, or in any wise would effect added protection against fire? Many architects accept steel doors as a novelty, and, since nothing has been presented against the claims of the makers that they are fireproof, they use them and accept them as a temporary fire retardent, simply because of their non-inflammability. However, they will not stand up under even an ordinary fire for more than a limited period.

The absurdity of using a steel door in an otherwise fireproof partition and considering it fireproof, while steel columns and beams in the same building must be protected with hollow tile or other material to render them acceptable as fireproof, would appeal to the sense of humor if it were not too serious a proposition to be considered humorous.

A salesman for wooden filing cabinets recently encountered a buyer who had become obsessed with the idea that it was the right thing for him to purchase a large equipment of steel filing cabinets. He said to the salesman: "Our cabinets will contain some very valuable papers, and we therefore have decided to install metal furniture for the sake of protection."

"Why?" queried the salesman.

"Because metal is fireproof and wood is not."

"Do you want to protect your cabinets or your records?" asked the salesman.

"The records, of course," said the buyer.

The salesman asked for a second interview, and thirty minutes later returned wtih a sheet of steel, six inches square, of the same gauge that is employed in the making of steel cabinets, and a piece of oak, six inches square, of the same thickness as is employed in the making of wood cabinets.

Lighting a nearby gas jet, the salesman asked the prospective buyer to hold the sheet of metal two inches above the flame. The prospective buyer did as he was asked. Inside of ten seconds he dropped the metal, with the exclamation, "Gee, that's hot!"

"Now do the same thing with this piece of oak," said the salesman.

The business man did as requested, and at the end of minutes he was still holding the piece of wood, which had simply become blackened on the surface, but did not ignite.

The salesman booked the order for the wooden furniture.

Steel is one of the best conductors of heat in existence. Hardwood is fire-resisting and slow-burning.

Do you not recall as a boy your futile attempts to start a wood fire either in the kitchen stove or in the woods? Do you not recall how you had to reduce your dry wood to shavings and fine kindling, and then only succeeded in igniting it after a draft was applied?

This anecdote of the furniture salesman tells the whole story. Metal is fireproof and it will not actually ignite and blaze, but it is not heat-proof. The sides of a metal filing cabinet are less than a sixteenth of an inch in thickness. The instant they come in contact with fire they absorb heat. Not only do they absorb it—they transmit it to the contents of the cabinet, which very soon are ignited. Again, metal retains the heat, which is constantly gaining in intensity. The contents of the cabinet will char, buckle, and often ignite.

In contradistinction, oak, mahogany, gum, or any other of sundry varieties of hardwoods will resist fire. Wood is an absolute non-conductor of heat, and will resist an ordinary blaze for a long time. The flames will scorch and blacken the varnish, and perhaps the wood will char, but the charring itself offers additional protection, as is demonstrated by the old-fashioned log fire in an open grate. The big sticks will blaze merrily until their outside loose covering is consumed. Soon the surface becomes charred and the logs burn slowly, often merely smoldering.

Do you recall your experience with a good chunk of a back log in a camp-fire? Was not your fire built against it for a week with a constant blaze before the stick was burned in twain?

Bear in mind, in the purchase of office furniture, that what you are seeking to do is to protect the contents of your cabinet, and not the cabinet itself. There certainly is no other argument, save the alleged fireproof qualities, in favor of metal office furniture, or furniture for any other purpose, since the manufacturer of this new-fangled stuff finishes it as nearly as possible in the similitude of wood. In fact, these manufacturers advertise their product as being as handsome as wooden cabinets.

When a metal cabinet encounters fire, the metal expands. Under this expansion something must give. Even the metal warps, opening up the crevices between the rivets. Expansion increases with the heat until the rivets are actually ripped out, causing the cabinet to fall apart and the contents to drop out into the flames. Even if the cabinet does not fall apart, the flames in the crevices come in direct contact with the contents and that of course is fatal to their preservation. When water is applied to heated metal furniture, it buckles and twists and warps, making further openings for the soaking and destruction of the inflammable contents. If the cabinet be of wood, the water causes the drawers to swell and closes up the crevices tighter than ever.

Think the subject out for yourself, and you will decide that metal filing cabinets and other office furniture are absolutely fraudulent in comparison with the beautiful wood cabinet work that the average business man employs in his office, and the same thing is true of the stovepipe steel doors and interior finish so persistently touted as fireproof by the publicity promoters.

WOOD IN BUILDING CONSTRUCTION

The National Fire Protective Association of Boston, in its booklet, entitled "Factories and Their Fire Protection," on page 9, recites:

"Timber beams offer greater resistance to fire than wrought iron, steel or incased iron pillars, and are preferable in building construction. It is obvious that when steel beams or posts are used they should be properly protected, as steel or wrought iron,

when heated, will fail by buckling or bending before an equivalent beam or post of wood will be dangerously affected. It is important that steel members essential to stability of a structure be fireproofed if they are to resist fire as well as the floors."

The above opinion is voiced by every fire insurance expert in the country. Slow burning wood construction is commended by fire insurance authorities as safer, saner and better than steel or reinforced concrete construction, and yet the public has gone off on a tangent of steel and concrete madness.

SPECIFIC EXAMPLES

A prominent manufacturer of wooden office furniture on July 29 last, participated in a test to demonstrate the relative fireproof qualities of wooden vs. steel filing cabinets. A large wooden box was secured and a support was firmly fastened betweeen the top and bottom. A one-drawer wooden card cabinet and a one-drawer steel card cabinet were placed on the support. The cabinets were approximately of the same size, and each was partly filled with cards and guides, the same quantity in each. The conditions were identical for each of the cabinets.

The box was packed with excelsior and kindling, and a match applied. The fire was permitted to blaze fiercely for about twelve minutes, when it was extinguished by a stream of water. The cabinets were taken out of the smoldering box and photographed. Their appearance is shown in the illustrations at the head of this article.

The wooden box was badly charred on the outside, and the metal label holder had dropped off. The steel cabinet was warped and buckled, crevices opening up between the rivets.

The cards in the wooden cabinet were absolutely unharmed, and in fact were in as perfect a condition as before the fire was lighted. They were not even warm. There was an envelope in this drawer containing loose celluloid cards. The envelope and contents were uninjured, and it does not take much heat to ignite celluloid.

The cards in the steel cabinet were badly charred and powdered, and the guides were burned off. A manila shipping tag at the back of the drawer was entirely consumed. Its charred remains can be seen in the illustration.

STEEL DOORS AND FINISH

A word about steel doors: In addition to their frailty in fireproof or even fire-resisting qualities, steel doors have others that may be mentioned. They are in no wise sound-proof, which is an important essential in good building construction; and again, at their very best, they are a base imitation of a wooden door, and imitations are always fraudulent. Again they are noisy in both closing and opening; they have the metallic ring which gets on one's nerves, and in no respect do they offer increased hygienic qualities over the modern flush-panel wooden door, which is now coming into such general use. They are just as fraudulent in character as the majority of other wood substitutes.

Think these matters out for yourself, and awaken to the fact that it is high time that a logical publicity campaign be instituted to educate the public, wean it from following strange gods, and get it back to sanity and the employment of "proved-by-time" wood for car building, for furniture, for structural purposes, automobile bodies, and for doors and interior finish.



Fancy Floors in Shop Windows



A consuming interest which is constantly requiring more hardwood flooring, and one which is not ordinarily regarded as being worthy of attention, is that which is composed of the retail merchants of the country. The use of this material in the show-windows of the up-to-date retail emporium has been rapidly increasing and thousands of merchants are using it as a base for their displays and finding that it is better than any other that can be used.

For a long time, before the value of the window display was determined, it was thought that any old thing was good enough to floor the window with. Paper, cloth and other temporary coverings were used, and the results were not startling, as far as that part of the display was concerned. However, someone finally decided that since hardwood floors made the most beautiful appearance in the home, they would be worth while in the show-window—and an order to the contractor and through him to the manufacturer was the result.

The result was all that could have been desired. The beautiful effect secured through the use of hardwood flooring, which was in keeping with the high-class goods that were shown in the windows, aided in making sales, and those in charge of the displays appreciated this fact and called for more material of the kind. Stores which one used hardwood flooring in their windows never go back to the former material, while others experiment with all sorts of substitutes, some of them much more expensive, trying to get a harmonious and satisfactory base for their windows.

While it is possible to get very good effects from the use of hardwood flooring in the window even if only tongue and groove stock is used, yet the dealer frequently puts in a border of parquetry, while others use block stock exclusively in order to get the richest effect possible. In view of the fact that the background admittedly counts for a great deal, the merchant is usually willing to go to unusual expense in order to carry out the idea properly, and if he believes that the parquetry offers the best opportunity for good results, he will specify it. As stated, however, the experience of most retailers has been that they can get good results by using ordinary hardwood flooring, perhaps set off with a border of parquetry.

Those who have thought that it is not worth while to pay attention to this trade, should see a job that was recently finished in an Ohio valley firm's windows. This concern sells women's garments and millinery, and desired the finest windows that could be secured. Handsome mahogany panels were used to enclose the window, and the floors were covered with parquetry squares. The job amounted to about 1,000 square feet of material, and kept the contractors in charge of it busy for days. The result was splendid, and the beautiful gowns, cloaks and hats that were displayed seemed to get an added touch of luxury and beauty from the floors. Certain it is that the work attracted general attention and caused much comment, as a matter of news interest.

While this is an exceptional case, as the average retailer will not buy anything like 1,000 feet of flooring for his windows, yet he can use enough to make it worth while to pay some attention to the business. Agents of the manufacturers should be instructed to occasionally send out advertising matter to firms whose windows are not covered with hardwood flooring, and occasional calls on prominent dealers who would be likely to order stock of this kind, if convinced of its value, would be worth while. Each individual order would be comparatively small; but the aggregate would be sufficient to create a big department, and to fill many dull periods in the experience of the manufacturer.

"Provided we had enough good dealers," said a well-known flooring manufacturer recently, "and could secure their co-operation in creating new lines, I believe that the use of hardwood flooring in shopkeepers' windows would develop to such an extent as to amaze most of us in the trade. There are tens of thousands of important retailers in the cities, who are studying every possible method of improving the appearance of their windows. If we once convinced them that hardwood flooring is the right kind of material, we would have scored a big advance.

"Although the business that has come to us thus far has been developed without any assistance from us, yet it has been gradually increasing until we have been forced to notice it. We have now

began to suggest to our representatives that they have not been turning in orders of this kind that they have been overlooking a good opportunity, and already results from this little attempt at direct exploitation have been forthcoming."

The same expert handling of hardwood flooring that is an essential to satisfactory experience with it is all the more emphasized in connection with its use in show-windows. Ordinarily it is underfoot, and though seen and appreciated to a large extent, it is not forced upon the attention of the observer. In the window, however, it is an important part of the "stage setting," and the observer gives it greater attention than he would under other conditions. Though it is an incident of the display, it is nevertheless an important one, and often the beautiful appearance of the wood is what attracts the first glance of the passerby to the exhibit of the merchant.

All of this means that the stock should be perfect in manufacture, absolutely dry and properly laid. As the plate glass radiates heat freely, and the floor is likely to be exposed to considerable humidity, this should be taken into consideration in laying the stock. The finish must be done as carefully as a ball-room floor. In other words, the show-window puts flooring into an extremely prominent position, and the character of the stock and the way it has been put in place should be such that only praise may be heard from the observer.

G. D. C.

The Veneered Door

The veneered door is frequently cited as a shining example by the advocates of veneered or built-up work, especially in the cabinet world which shows superiority in construction as compared to solid work. The evidence of superiority is claimed on the fact that the veneered door has made wonderful progress, not by virtue of being less expensive than the old solid door, but it has made this progress commanding a higher price than the old-time door. The point is fairly well taken, too, but it is not often fully considered. It is not a victory of veneer products pure and simple but the progress of the veneered door is really more a triumph of hardwood for interior finish than anything else.

This is not said with the idea of disparaging veneered work and its qualities. The veneered door properly put up unquestionably has points of construction that make it a superior article, but all its superiority and public favor do not come from these points alone. Quite a percentage of it comes from the favor shown to hardwood—its beautiful figure and appearance of the stained and natural finish as compared with the old-time painted door. It is impossible to state how much of the credit for its popularity is due to veneering and the method of construction and how much of it is due to the superiority of hardwood for this finish. The subject might be analyzed by making a few suppositions, but even these will not make it as clear as it should be to be convincing as to the exact size or prominence of the factors in the case.

We may point out, for example, that some veneered doors are made of pine and other woods of which solid doors were formerly made. There is only a limited quantity of these, however, and there is often a specific reason for them. It either involves the use of peculiarly attractive figure in pine, which is best obtained by cutting the wood into veneer, or it involves the use of wide panels, which are difficult to get from sawed stock.

An ardent advocate of veenering might take the stand that if hardwood is the main factor in bringing these doors into public favor, why are they not made of solid hardwood after the same manner as the regulation doors are made of pine? The answer to this, though it may not always satisfy the veneer man, is, that it is difficult to get satisfactory door construction out of heavy pieces of hardwood, and difficult to get solid clean stock at any reasonable price to make doors in quantity.

Now and then one does find a solid hardwood door of quartered oak with stiles and rails made from solid 1¾ inch stock and panels from thin quartered lumber. These, however, are not common and it would be difficult and expensive to make them in large quantities. Moreover, it undoubtedly makes a better job of construction to build up the frame work for a door out of a series of narrow strips, whether these strips be hardwood or soft wood. The dividing up of a stile or rail into a multitude of units which are properly jointed and fastened together, makes a more stable frame; one less likely to warp and twist, and one that will hold its shape better against the influences of changing weather conditions than if made of solid lumber. Whether or not the built-up stiles and rails can be made cheaper than the solid ones is a question that perhaps depends on the kind of material and the location of the factory.

As a general proposition it is argued that good veneered work is no cheaper than solid work, but is better. Whether it really is cheaper and better often depends on what the work is and what service it has to perform. Let us take a plain oak door frame, for example. In some localities it would undoubtedly be cheaper to make this from solid wood, and for some purposes it would unquestionably be better, as for a front door or any outside door exposed to the weather, a solid frame will stand the test of time better than a core body covered with veneer. On the other hand, for inside work, where it is not exposed to severe weather, a core body with face veneer not only presents a better appearance, but actually forms a better door. This kind of construction is a protection against warping and twisting, and the door retains its shape better than if made of solid wood. If the finish is to be of quartered oak or mahogany, it is undoubtedly cheaper to make it by the built-up veneer process than to make it of solid wood, but if it is plain gum or plain oak and the factory is located in a timber section, the point of cheapness would be in favor of the solid work.

When it comes to door panels the matter of dimensions is involved that sometimes makes it imperative to use veneer and at other times makes it cheaper.

For example, the regulation panel for the standard five cross-panel 3x7 door requires panel dimensions of about 10¾x27 inches net. This does not appear to be a very difficult dimension to secure in solid stock, but when the fact is considered that the panels must present two clear faces for natural finish and are consumed in great quantities, it will be found that the stock is quite expensive even in plain woods and more so, of course, in quartered woods.

When it comes to mahogany, veneering is imperative to get the mahogany finish. Solid mahogany panels could be secured to full dimensions in a single piece, but it would be not only difficult and expensive but would involve considerable waste. Therefore the natural disposition is to make up the panels of two or more pieces jointed together edgewise.

As compared with this method of making solid panels and jointing them edgewise, the veneered panel undoubtedly has points of superiority. It not only is a stronger panel for the same weight but affords an opportunity to utilize timber to a better advantage. Stock with defects in it can be used for the center ply and the clear stock for the outside faces.

Taking the larger panels into consideration, it is impractical to get the wood in the solid except where redwood doors are being made, and these are not a very big item in the door world. Here whether hardwood or pine is used, the veneered work is both cheaper and better than solid.

One could go on analyzing and supposing things and pointing out various features about the veneered door, some illustrating an advantage for the veneering, others showing weak spots in veneered work as compared to solid, but after all, the final summing up would show that there are two factors making for the popularity of the veneered door. One is veneered work and its advantages in construc-

tion and the opportunities it furnishes to display better face and figure. The other is the superiority of hardwood when used in interior trim. It is impossible to determine the comparative weight of each factor, but the trend of arguments and sentiment expressed in the past has been toward giving veneering all the credit, whereas there is perhaps an equal amount of credit due the superiority of hardwood itself for the progress of the veneered door.

African Cedar

Okume, the so-called African cedar, which was considered for a long time to be a species of *Bursera*, is now definitely known to be *Boswellia klaineana*, a member of the frankincense family (*Burseraceæ*). This is a group of trees remarkable as furnishing an agreeably scented resinous substance which exudes when the bark is pierced. Okume is closely allied to a common tree of Coromandel, known as olibanum tree *Boswellia serrata* Roxb. which is supposed to have yielded the frankincense of the ancients and now so extensively employed for its grateful perfume as incense in the Roman Catholic churches.

Okume, also called angouma, holds an important place in the forests of French Congo. It is common throughout the deciduous forests of Congo and thrives on a great variety of soils, usually along the many rivers and streams which bring these forest areas in communication with the coast. It is a large deciduous tree, often more than six feet in diameter and from one hundred to one hundred and fifty feet in height. Mature trees attain enormous trunks which project their tall summits above the more modest trees of the forests. The bark, especially of young trees, is seldom over half an inch thick, is yellowish-green in color and peels off in thin white layers or irregular flakes capable of being used for packing purposes. The wood, which has been exported from French Congo for more than fifteen years, resembles West Indian cedar used so extensively in making cigar boxes, and on this account is now often substituted for it and is known in the trade as African cedar.

The sap-wood is nearly white and the heart-wood is light brown or yellowish. It is moderately hard, light in weight (twenty-eight to forty-two pounds per cubic foot), coarse and even grained, and works very easily. Although okume does not have the color of walnut, it has been sold in the English markets as African walnut. It is considered inferior to Circassian walnut, for the reason that it is too coarse grained and does not take a sufficiently good polish to serve as a successful substitute. The wood has been favorably considered by a number of importers but until now its use has been confined largely to cigar box manufacture. It is a wood that will come into more general use in the near future, for it possesses qualities not remotely resembling those of some mahogany-like woods. The pores, which are moderate sized, are somewhat more numerous than those of true mahogany. They are often subdivided and contain resin. The pith rays are conspicuous and not very numerous.

The natives in Africa use the enormous trunks of this tree for making canoes, which are commonly dug out of a single log the width of which is often from five to six feet. In this respect okume corresponds to the corotu tree (*Enterolobium timbouva*—Mart.) of Central and South America. The demand for this timber is greater than the supply, not because of the scarcity of the wood, but because of the sparse settlement and the lack of cultivation which tends to render the necessary provision in this part of Congo too meager and irregular to exploit the forests successfully.

The Spoor of the Saw Tooth

Many lessons are found along the trail of the saw tooth in the way of signs of unnecessary waste in both lumber and veneer sawing which are worthy of being taken seriously to heart. For example, occasionally a board is found on which a long cornered saw tooth has left its mark very conspicuously; a board that will require dressing off a full sixteenth of an inch of good lumber to get it down to a smooth, even surface and eliminate the mark of the one long saw tooth.

For example, take a saw that runs anywhere from two or three hours to half a day. In that time it turns out quite a lot of lumber. If it is cutting inch lumber, and the saw cuts 16,000 feet, there is a thousand feet of lumber that must be dressed thin, simply because the filer did not take the pains to reduce that one long corner and make the saw cut smoothly.

It is not long since this matter of saving of saw kerf was taken up quite seriously, so seriously in fact that not only was much skill called into play to operate thin circular saws, but a great boost was given to the band saw, because it would do the work without taking so much timber for kerf.

What is the ultimate result if a sixteenth of an inch kerf is saved by using a band saw and then a long cornered tooth or two left that through carelessness makes it necessary to dress that sixteenth off to get a smooth board? Instead of improving matters, they have been made worse, and the trail of the saw tooth is showing heavily in waste. The matter of waste caused by reducing the board to a smooth face is not the only loss, as often in doing this the board itself is spoiled, because its thickness is reduced below the standard required for it. To the close student of manufacturing methods the trail of the saw tooth tells its story as plainly as the spoor of the big game in Africa tells the experienced hunter what he is following and where he may expect it to lead him.

Occasionally a millman is found who is considered a crank on the subject of smooth sawing. The writer recalls a particular instance where a man operating a small mill became possessed with the idea of turning out the smoothest sawed product of anybody in his section of the country. It came about through his doing a little of the saw filing himself, and as the mill was new the result was pleasing, and he gradually developed a pride in turning out smooth sawed lumber. This idea became so developed in his mind that when prominent saw markings began to show either on the face of his log or on the boards as they dropped from the saw, he would stop the mill instantly, go over his saw carefully, find what was causing the markings and correct it if it took an hour.

Apparently this man wasted much valuable time for what looked more like a hobby than good sound sawmill sense, but in reality while he wasted time, he saved lumber and made a reputation. As a matter of fact, he made more money by following this hobby than he would otherwise have done, and perhaps more than he had any idea of. It was largely a matter of personal pride with him to see that no lumber went out with saw marks of long corners on it. He liked to get his boards so smooth that it was impossible to identify the rate of feed used per revolution of the saw.

This kind of sawing required a little more care and extra money, but in reality it made him money. Another fact, but really logical

test that came from it, was that he actually turned out as much lumber per day as other men who did not stop to bother about a detail of this sort. He turned it out by virtue of the fact that he kept his saws in better condition, and there was less loss of time and power through badly running saws, and while they were running they were running light, smooth and clean.

It would be a money making proposition for many a millman to follow the spoor of his saw teeth a while like the hunter follows his game. Trail it up to every point it should logically lead to; analyze the results; and then do some figuring. If the analysis is properly conducted, and the figuring is rightly done it will, in many cases, result in the complete reform of sawing methods and standing guard over saws to see that they are not operated in good timber when they have bad teeth. T.

Boxwood and Its Uses

In view of the fact that within the last few years boxwood has returned to more general use in the arts and industries than during the preceding ten or more years, it is given a place among the woods that makes it worthy of particular notice. That the revival is pronounced and growing is being more clearly demonstrated as time passes. This is particularly noticeable in the art of wood engraving, in which, about eighteen years ago, the wood cut was entirely relegated by a large majority of publishers and other consumers and was supplanted by substitutes that were the result of a demand for more speedy and economical methods in "process-work."

Foremost among the engraving methods that came into special favor in the "art preservative of arts" were the half-tone, the zinc-etching and the chalk-plate processes, the first two of which continue in high favor, the chalk process having passed hardly beyond the experimental stage. A reaction set in, and a few years later the wood cut returned to favor and since has gradually but surely regained lost standing and is gaining new ground among the strongest advocates of process-work, and more particularly among manufacturers of agricultural implements for use in their ad patterns.

The superiority of the true boxwood over metal and other substitutes for engraving and carving purposes is clearly shown by artists who handle it, and who declare it to be much better adaptable for work in which sharply defined lines and edges are necessary. An engraving made from it will stand a run of 50,000 and preserve distinct impression. It is stated that for a limited run the wood cut is a saving over the electroplate. This wood, which may fitly be classed as the wood preservative of the art, assuredly is bringing about a renaissance in engraving.

Other practical and eminently important uses for which boxwood is coming to be recognized as a superior and most valuable material are marquetry, inlays in fine furniture and interior finish, fancy bric-a-brac, box-casings or bearings for machinery, scientific instruments, rollers for skates, and rules. Besides these there is a large and growing list of articles of utility and ornament in the arts and industries which absorb the inferior and fragmentary portions of the wood.

Boxwood grows in almost every country on the globe, and is known by various names, but the true boxwood (*Buxus sempervivens*) of commerce grows to its highest state of perfection in Europe and Asia, the best wood for industrial uses coming from Turkey by way of Russia. In America it seldoms attains to greater dignity than that of a shrub, and is used for decorative purposes in gardens and hedges. It may be found from Maine to Florida along the eastern seaboard in Texas, the Sierra Madre mountains and in Mexico, but in none of these states or regions has it ever attained to any appreciable commercial value. Cuba produces a fair quality.

The tree from which the commercial wood is obtained grows to a height of thirty-five to fifty feet and one to two feet in diameter. The heart-wood has a rich brown color, shading into red and green. The sap-wood is very close-grained and is saffron-white, the best pieces for engraving having the most pronounced yellow tinge. The fiber of the wood is extremely close-knit and hard and heavy, which make it susceptible of a high and durable polish.

The form in which boxwood comes to this country for mercantile use is in logs or bolts about five feet long and three to six inches in diameter, the smaller ones being considered by the handlers the better material. It is sold by the ton, varying in price according to size and quality. A fair idea of its value may be gleaned from the fact that the small slabs composed of pieces two to four inches square and one inch thick, doweled together, sell to the engraver at two to seven cents a square inch.

Pencil Cedar Production

When it is considered that approximately 315,000,000 pencils are manufactured in the United States annually, and that 20,000 cubic feet of red cedar are consumed in their production per day, it is no wonder that pencil manufacturers are looking around rather anxiously for means of perpetuating the supply of raw material. The feature which has contributed more than any other toward the present scarcity of the proper kind of wood is the tremendous waste contingent upon the manufacture of pencils. They require absolutely clear, straight-grained stock from the heart-wood, and in order to secure this quality of wood, it is necessary to waste an average of seventy per cent in cubic feet, or nearly ninety per cent in weight. The refuse thus created has practically no value. It is almost certain that some of the mills now in operation must close down within a few years.

While cedar is used as the raw material in a number of industries besides pencil manufacture, the prices which pencil factories are willing to pay to secure raw material is gradually diverting the bulk of the red cedar output from those lines to the one industry.

In a recent bulletin on the subject, published by the Forest Service, it is pointed out that two species of red cedar are used, namely, the southern form, *Juniperous barbadensis* and the northern form, *Juniperous virginiana*. The only difference between the two is in botanical characteristics. The commercial range of red cedar extends, according to the booklet, from the Ohio river on the north as far east as eastern Tennessee and central Georgia, south to Tampa bay, and west to eastern Texas and western Arkansas.

The government has recently been investigating the possibilities of perpetuating the supply, and has compiled a number of tables showing graphically the silvical characteristics of the tree. The investigation covered reproductive features of the species and the best condition under which red cedar can be grown from natural seed regeneration and by planting.

The greatest obstacle in the way of perpetuation of supply is the fact that a large bulk of the red cedar holdings are in small lots and private hands. The small owner is essentially, on account of the relatively small importance of his cedar holdings, too much engrossed in other affairs to give his trees the requisite attention.

Further, with the small capital invested, a long time investment is not desirable and hence he does not plan for the future. Change of ownership, then, is the only solution of the problem, and eventually the large pencil companies will undoubtedly acquire the principal sources of supply. They will then be in a position to establish a working plan to insure perpetuation.

A great deal in the right direction can be done by wood-lot owners if they will stop cutting the better stands of second-growth cedar for posts, etc., and allow them to mature for pencil timber. This refers only to stock growing in dense stands, which result in clear, straight-grained logs. A comparison of the revenues derivable from red cedar in the form of posts and in the form of pencil wood shows that it is absolute folly to cut such stock as will be available for the latter purpose, for use in any other industry.

In its report on the subject of management of large tracts, purely for pencil timber production, the Forest Service suggests a gradual weeding out of poor trees and of other species than cedar, ultimately acquiring a pure stand of good stock. This method, if augmented further by thinnings and prunings at the right time and a legitimate amount of replanting, ought eventually to serve as a solution for the perpetuation of the red cedar supply. However, it must be remembered that red cedar is of very slow growth, and reproduction will require many years.



Log Shrinkage On the Yard



It is not only possible but highly probable that many hardwood millmen have been overlooking opportunities to administer the proverbial ounce of prevention on the log yard and thus save the pound of cure.

Not long ago at a convention, the somewhat startling assertion was made by a veneer man, when explaining that he figured his log cost at $20 per M feet on the yard, that the original cost was only $16.50, but considering the shrinkage in scale from the yard to the mill, the deterioration as the summer advanced amounting to fully a third, the final average cost came up to $20.

When we consider this fact in the light of the general efforts of the country toward conservation, it looks rather startling and seemingly should have had serious attention before now. Certainly thirty-three and one-third per cent of waste between the time of receiving and measuring logs that come to the yard and the time of cutting them up in the mill is a startling proposition to contemplate. Possibly it is here that the excessive waste which the trade has been trying to locate for several years can be found. There may be opportunities to save some of this waste and thus get more out of the sawmill and at the same time have a better product.

Probably this waste does not amount to thirty-three and one-third per cent in many instances. It is not likely to be as heavy in the average sawmill log yard receiving its logs by rail and by wagon as at the average veneer plant where logs are often banked and piled back and stand through a whole year before being worked up. The sawmill that keeps only enough in piles to run a day or two surely has no shrinkage on the log yard, if the scaling is properly done.

It is a different story, however, with yards that bank heavy runs of logs whether they get them in by rail or by water. If they are brought in by water during high tides in the spring and then are banked in the mud high and dry, they may deteriorate considerably in the course of the summer months both from sun cracks on the ends and top, and from decay on the bottom. Even if they are kept in booms or in ponds, that part exposed above the water will decay somewhat, but the shrinkage loss here is seldom as great as when logs are piled out on the dry ground and are left there throughout the summer.

Where it is part of the order of business to pile up a season's run of logs it certainly should be worth while to take all practical measures of precaution against damage and shrinkage while they are in stock. It should be worth while to build suitable skidways and get them up off of the ground and then either protect the ends of the logs with paint or shelter them in some way. It also often becomes necessary to protect logs against insects. This is difficult at times, especially where the bark is left on, which is imperative with the veneer log. While peeling the bark off of raw logs when they are yarded often prevents the ravages of insects, it does not prevent season checks—in fact often encourages them.

It is impossible to give an offhand general prescription for this case of log shrinkage on the yard, because conditions vary so with different mills and with different kinds of timber. But once the attention of millmen is properly turned to this point and there is brought home to them a full realization of its magnitude, some reasonable remedy will suggest itself in nearly every case. It is simply a matter of keeping the thing in mind and doing that which suggests itself as the most practical to relieve this loss in a great measure.

J. C. T.



The Mail Bag



B 170—Seeks Thin Quarter-Sawed Maple

Two Rivers, Wis., Jan. 6.—Editor HARDWOOD RECORD: If you could in any quarter bring us in contact with someone that can saw quarter-sawed maple, drying and finishing it to a thickness of one-quarter inch, we would be glad to have you advise us.

Manufacturing Company.

The foregoing inquiry is from a well-known manufacturing house producing wood specialties. Anyone interested in the inquiry can have the address by referring to B 170, and addressing this office.—EDITOR.

B 171—Seeks High-Class Window Frame Stock for Coupe Bodies

Toledo, Ohio, Jan. 6.—Editor HARDWOOD RECORD: In the manufacture of brougham and coupe bodies for electric pleasure cars, we require a wood for window frames that will not warp, will not split easily, one that takes paint well, stand exposure to the weather and not rot easily. These frames finish ⅝" thick and from one to two inches wide, largely 1⅝". The inside edge is grooved in the center to take glass about 3/16" thick. Most all frames are finished with black paint.

We have been using Mexican mahogany for this purpose and some East India mahogany, but find that while the Mexican has most of the characteristics named above, it seems to be very light and lifeless and has a tendency to split when inserting screws or putting in the groove on account of stock finishing only ⅝" thick.

Would you be able to suggest any other woods that might answer this purpose more satisfactorily, keeping in mind all that is required of it as stated above? We have in mind such woods as cherry, birch, walnut, beech, chestnut, Cuban mahogany, rosewood, Colombian wood, etc., but not having much experience in their use, thought possibly you could give us some information regarding same, or if you know of any other wood which you think better suited, would be pleased to hear from you about the same.

Any information you can give us will be greatly appreciated.

——— MANUFACTURING COMPANY.

The above letter is from a leading brougham and coupe manufacturing house, which has been advised that undeniably the highest type of wood for the purpose it names is Cuban mahogany, which has all the qualities of endurance, strength and other requisites. It has been told that many varieties of wood are sold for mahogany that are not mahogany, but simply masquerade under that name. This statement applies largely to some of the woods of African origin.

The correspondent is further advised that next to Cuban mahogany for the purpose named, probably the best material is black walnut or cherry, either of which woods has all the necessary qualities for the purpose, as they will stay in place and hold any kind of shellac, varnish or paint finish.

The above inquiry has been forwarded and the writer can not comment for the purpose named, itself or character, and has been advised to write a list of sources of supply for high types of mahogany, cherry and walnut. —EDITOR.

B 179—Fireproof Hardwood Mill

Pine Bluff, Ark., Jan. 23.—Editor HARDWOOD RECORD: Please refer us to some report on the construction of a fireproof hardwood sawmill. We have a large number of veneers in operation and the plan is aimed at ———

The writer has been advised that all attempts thus far in the building of fireproof sawmills have been confined to softwood mills.—EDITOR.

B 172—Seeks Douglas Fir Face Veneers

Cadillac, Mich., Jan. 9.—Editor HARDWOOD RECORD: We are just in receipt of an inquiry for some built-up panels with Oregon fir face veneers. Is there anyone cutting Oregon fir veneers? If so, would be glad to have you send us their names and addresses.

——— VENEER COMPANY.

Through the courtesy of the West Coast Lumberman of Tacoma, Wash., this correspondent has been advised that he doubtless refers to Douglas fir face veneers, and that they are produced and supplied by the National Lumber & Box Company, Hoquiam, Wash.; Wheeler-Osgood Company, Tacoma, Wash.; Multnomah Lumber & Box Company, Portland, Ore., and the Hague Box Company, Tacoma, Wash.—EDITOR.

B 173—Wants Oak and Gum Squares

Vincennes, Ind., Jan. 9.—Editor HARDWOOD RECORD: We are at the present in the market for a half carload of 2x2-30" clear oak squares, and a half carload 3x3-30" gum squares. Will you kindly favor us with the name and address of some manufacturers who can furnish these at once?

——— MANUFACTURING COMPANY.

The above communication is from a leading furniture manufacturing house, and anyone who can supply the stock required can have the address by writing this paper and referring to B 173.—EDITOR.

B 174—Seeks Lumber for Camera Manufacture

Rochester, Minn., Jan. 8.—Editor HARDWOOD RECORD: We would appreciate it if you could advise us where we can purchase black spruce and Idaho pine. We are also in the market for a car mixed ash, white maple, pine and some veneer stock. We are having a little difficulty in locating a dealer who can supply our requirements from one source.

The above letter is from a manufacturer of photographic equipment, and has been referred to one or two concerns who might possibly be able to supply mixed car orders. He has also been put in communication with producers of West Virginia spruce, which is the wood he evidently prefers for certain purposes. Any others who would like the address can have it by writing this office and referring to B 174.—EDITOR.

B 176—Wants End-Dried Hard Maple

Evansville, Ind., Jan. 20.—Editor HARDWOOD RECORD: I wish to purchase one 4/4 and 8/4 No. 1 common end-dried hard maple. I will appreciate it if you will give me the names and addresses of as many of the reliable concerns that handle this item as you know of.

This letter is from an Indiana lumber wholesaler, and he has been supplied with the names of a few Michigan manufacturers who produce winter-sawed, end-dried maple. Any others wishing to communicate with the writer can have the address by referring to B 176, and writing this office.—EDITOR.

B 177—International Lumber and Development Company

Philadelphia, Pa., Jan. 14.—Editor HARDWOOD RECORD: In investigating the International Lumber & Development Company with offices in this city, which so far has paid out $1,500,000 in dividends without any apparent evidence that these dividends have been earned, we called the attention of the officers of this concern to the attack made upon it in your columns in 1906.

Will that was just a blackmailing scheme, and we have the letters to show that they want it on our advertisement and the attempt as it was did not give them our advertising contract," declared the assembled officers, C. M. McMahon, John R. Markley, Colonel Stewart, Alfred Gratz and H. A. Merrill, on Friday, Jan. 5, 1912, when your attacks were mentioned to them.

At the same time it was intimated that your attacks had been fully met and that some libel suit had been brought against you, with disastrous results for you and your publication.

As we have reasons to believe that the International Lumber & Development Company fully merited your attacks, we will be obliged if you will let us know what the true result of your attacks on this company was. Were you sued for libel, or did the attacked company and its officers bring a libel suit? If suit was brought, what was the outcome of the suit?

We have the admission from John R. Markley that he settled the suit brought against him and Isaiah B. Miller by William H. Bell by paying Bell "about $6,500," although he still insists that the charges brought against him by Bell in 1906 was "a tissue of lies and that Bell was paid only what he claimed was due him under his contract with us."

Thanking you for an early reply, believe us.

THE NORTH AMERICAN.

The following reply has been made to The North American:

Chicago, Jan. 19.—Dear Sir: Your letter of Jan. 14, referring to the International Lumber & Development Company, has not had previous response owing to my absence from Chicago.

In reply to your queries: HARDWOOD RECORD never solicited an advertising account from the International Lumber & Development Company, and under no circumstances would have accepted any business from it, involving the sale of its stock.

There never has been any libel suit brought by this company against HARDWOOD RECORD, and it has never printed anything libelous about the institution.

I see no reason to change in any wise the opinion expressed in HARDWOOD RECORD during 1906 concerning the International Lumber & Development Company.—EDITOR.

Referring to the above: Since 1906, when criticisms of the International Lumber & Development Company were published in HARDWOOD RECORD, scarcely a week transpires that we are not in receipt of letters asking for information about the institution. Its stock was sold broad-cast on the installment plan, and the observation of The North American that the institution has paid out $1,500,000 in dividends without any apparent evidence of having earned them, is simply another proof that the character of the enterprise was not misjudged in the original HARDWOOD RECORD articles.

The statement of the company about this publication soliciting it for advertising, having been sued for libel and all this sort of rot, is fully answered in the above letter.—EDITOR.

B 178—Bleaching Veneers

Jackson, Tenn., Jan. 18.—Editor HARDWOOD RECORD: Please to advise us what process manufacturers of veneer use for bleaching their products.

——— MANUFACTURING COMPANY.

The above inquirer has been advised that the process employed by veneer producers to bleach their product is to hang the sheets of veneer in a dark room, being careful that no two sheets touch each other. This room has an opening connected with a fan blower at the bottom, and a second opening to provide for circulation. In the bottom of the room is set a galvanized iron vessel, on the bottom of which is laid a piece of red hot iron. On this iron is thrown a handful of sulphur. The door is then closed and the fan started. The time required to bleach 1/28" basswood or maple veneers is about thirty minutes, or the same time as it requires to dry them.—EDITOR.

B 175—Monthly Report National Hardwood Lumber Association

HARDWOOD RECORD is in receipt of a copy of the regular monthly report put out by the National Hardwood Lumber Association, which is as follows:

To the Members:—

The enclosed statement of our business for December which shows that 10,615,201 feet of hardwood lumber was officially graded and measured by our licensed inspectors during the month, is very gratifying, inasmuch as it shows a gain over December, 1909, of 2,950,000 feet, and over December, 1910, of 1,655,000 feet.

The work of the bureau for December we regret to say was not self-sustaining, and it cost the association $296.06 more for salaries and expenses than our men earned.

Another calendar year in the life of this association has passed, and we submit a statement of our inspection business for the year 1911 by months, which is as follows:

January	7,516,737 feet
February	6,477,515 feet
March	8,701,188 feet
April	10,054,569 feet
May	11,376,931 feet
June	10,032,143 feet
July	9,363,417 feet
August	11,425,145 feet
September	12,980,730 feet
October	15,146,475 feet
November	12,670,397 feet
December	10,615,201 feet
	126,360,448 feet

The total amount for the year 1910 was 115,948,111 feet, so our gain in inspections was 10,412,337 feet for the year 1911.

Our books show that the inspection bureau was operated at a loss for five months, and at a profit for seven months of the year. The net result of the operation was a profit of $223.35 to the association.

This calculation takes into account the salary and expenses of all our inspectors, including the chief inspector, as against the fees and necessary expenses charged our patrons for this service.

It does not include the payments made to patrons where a reinspection develops a difference of over four per cent in money value between it and the original inspection. These payments amount to $1,648.35 for the calendar year.

We have received fourteen applications for membership during the past month, which makes a total of 108 since our Memphis convention.

This financial condition of the association is better than usual at this time in the year. After all salaries and all obligations of every nature were paid, we had a balance of $1,032.71 in the bank Jan. 1, 1912.

We submit this true statement of the affairs of the association to you with the belief that you will in a measure be repaid for the unselfish support you have given your executive officers, without which this splendid showing would not be possible.

Wishing you a full measure of prosperity for 1912, we are sincerely your obedient servants.

F. F. FISH Secy Treas. F. A. DIGGINS, Pres.

News Miscellany

Annual Dinner Chicago Lumbermen's Association.

The forty-third annual dinner of the Lumbermen's Association of Chicago was held in the Red Room of the La Salle hotel, Monday evening, Jan. 15. About 125 enthusiastic members were present. J. L. Lane, chairman of the entertainment committee, lived up to his excellent reputation for providing good things to eat, and further arranged for the entertainment of the guests, a series of vaudeville and song stunts that made a decided hit. An excellent quartette and accompaniest did the bulk of the entertaining, but were ably supplemented by Lou Rollo of the Chicago & Riverdale Lumber Company, the reputation of whose voice and genial personality is well known to every lumberman of Chicago. Herman H. Hettler touched the hearts of the audience by a touching rendition of his favorite song entitled "You Can Push the Damper in, You Can Pull the Damper Out, But the Smoke Goes Up the Chimney Just the 'Same."

The meeting was presided over by President F. E. Boles, whose opening address, inspired no doubt by the excellent attendance, was on the subject of association spirit and what it could do for the furtherance of the lumber industry in Chicago.

E. E. Hooper, secretary of the association, reported an addition of ninety-seven new members since the amalgamation of the three formerly separate organizations on July 1, 1911. Among other interesting facts, Secretary Hooper stated that the total lumber receipts during the last six months were 2,134,564,000 feet, or a decrease of 384,790,000 over the receipts for the preceding year. Shipments from Chicago amounted to 803,000,000 feet.

E. E. Skeele, chairman of the traffic committee, supplemented his report with an enthusiastic boost of the recently organized Lumbermen's Club of Chicago. He was followed by F. L. Brown, chairman of the membership committee, who urged that working together is absolutely essential to the successful organization of any trade body. He warned the members of the association, while lauding the organization of the Lumbermen's Club, not to let it absorb so much of their time and attention as to make results in the general association impossible.

George J. Pope, reporting for the inspection committee, stated that out of ninety-seven inspections the judgment of the association inspectors had been questioned but once. He urged local lumbermen to make more use of this valuable and efficient department of the association.

Following the report of J. L. Lane, chairman of the entertainment committee, Harvey S. Hayden gave a resume of the work done by Division C.

Frank F. Fish, secretary of the National Hardwood Lumber Association, spoke concerning the approaching convention of that body in Chicago next spring. He said that it will give the Chicago lumbermen an opportunity to show their strength and power to advantage, and that it was due to the push and enthusiasm of the Chicago delegates sent to Memphis last May that the convention was brought here this year.

G. W. Hotchkiss, for many years secretary emeritus of the Illinois Lumber Dealers' Association, was the last speaker of the evening. He gave some interesting reminiscences of trade conditions and efforts at association organization fifty years ago.

The association re-elected five out of six of the old directors, namely: F. L. Brown, J. L. Lane, Murdock McLeod, E. E. Skeele, Geo. J. Pope. F. T. Boles, retiring president, voluntarily withdrew from a directorate, his position being taken by V. F. Mashek.



F. L. BROWN PRESIDENT CHICAGO LUMBERMEN'S ASSOCIATION.

Members of the two most important committees were elected and other committees will be appointed later. Frank J. Heighmann was re-elected to the committee on arbitration, with the following other new members: J. M. Riel, O. O. Agler, George D. Griffith, George B. Osgood and Edmond A. Allen. On the committee on appeals M. F. Rittenhouse and R. S. Huddleston were re-elected, while the following new members were installed: T. S. Estabrook, George D. Michle, John C. Spry and James D. Miller. After the results of the election had been made known the meeting adjourned.

New Officers Chicago Association

At a meeting of the directors of the Lumbermen's Association of Chicago, held Jan. 18, the following officers were elected:

Frederick L. Brown of Crandall & Brown, president; Murdock McLeod of the Oconto Company, vice-president; George J. Pope of the D. S. Pate Lumber Company, treasurer, and E. E. Hooper, secretary. Mr. Hooper is now entering upon his twenty-fifth year as secretary of the Chicago Lumbermen's Association, and the best evidence of the service he has given is seen in the remarks of Retiring President Boles, in speaking of Secretary Hooper's work.

Canadian Forest Products

The forestry branch of the Department of the Interior in Canada reports that the lumber output of the Dominion in 1909, based upon returns from 2,085 mills, was 3,814,900,000 feet, valued at $62,819,477, an increase of 13.9 per cent over figures for 1908. The province of Ontario was well in the lead, producing almost three times the value of the next in line, British Columbia. These values are based on prices at the mill.

The only available figures as to cut of square timbers annually are export statistics furnished by the Department of Trade & Commerce of the Dominion. There is very little square timber used in Canada, and as all the sawn and square stock is entered under the head of lumber, the quantity of hewn square timber exported is approximately the quantity cut. The values of square timber of different species exported during 1909 were $655,784 for white pine; $148,105 for birch; $134,633 for red pine; $35,808 for elm; $6,183 for ash; $10,936 for oak; $42 for maple. The total number of cross ties of all kinds used in Canada during 1909 as reported was $14,178,241, the average cost per tie being $.37, making the aggregate cost $5,210,490. Of this about one-third were cedar ties, which brought an average price of $.45.

American Forestry Association Meeting

The American Forestry Association held its annual meeting in Washington on Jan. 10. Among other proceedings the association adopted resolutions bearing upon the chestnut blight, equitable timber taxation, forest fire protection, co-operative fire protection and timber conservation duties of the states. Among the speakers besides Robert T. Bass, president of the association and governor of New Hampshire, were Chief Forester Henry Solon Graves, Dr. L. O. Howard, entomologist, and Thomas Nelson Page.

Annual Election St. Louis Lumbermen's Club

The Lumbermen's Club of St. Louis held its regular monthly meeting and annual election of officers at the Planters hotel on Tuesday evening, Jan. 9. The attendance was fair, considering the disagreeable weather which prevailed. The usual 6:30 o'clock dinner was given before the business meeting was called to order.

At the conclusion of the dinner, President George R. Hogg called the meeting to order with the remark that this was the last time he would have the pleasure of presiding as president of the club. He then made his report as retiring president, in which he reviewed the work of the club during the past year and referred at some length to some of the leading features which had been carried out by the club.

Following the president's address, Secretary J. B. Kessler submitted his report, after which he read Treasurer E. C. Robinson's report, showing the club to be in a good financial condition.

R. E. Fine and R. S. Price were appointed an auditing committee to go over the accounts.

Henry G. Rolfes, chairman of the entertainment committee, submitted his report. It gave the various entertainments furnished by his committee.

On account of the illness of Thos. E. Powe, chairman of the traffic committee, his report was omitted.

Secretary Kessler, in the absence of J. G. Knebel, chairman of the arbitration committee, stated that three cases had been arbitrated by the committee, to the satisfaction of both parties.

R. B. McConnell, chairman of the membership committee, made no report, but submitted the names of G. B. Boone, Angelina County Lumber Company; J. E. Mink, Fidel Ganahl Lumber Company, and Louis C. Johnson, Masters Lumber Company, for membership. On motion they were unanimously elected, giving the club a total of eighty-seven members in good standing.

R. F. Krebs, a member of the traffic committee, stated that the fight for the freight rate reduc-

had been gone only half way, as on Jan. 23, at the Jefferson Hotel, the lumbermen's side of the hearing before the Interstate Commerce Commission would be resumed. The railroads had had their testimony given some time ago.

The election of officers was then taken up and resulted as follows:

PRESIDENT—Henry G. Rolfes, St. Louis Lumber Company.

FIRST VICE PRESIDENT—Roland F. Krebs, Kreb-Schewe Lumber Company.

SECOND VICE PRESIDENT—Thos. C. Whitmarsh, W. T. Ferguson Lumber Company.

TREASURER—E. C. Robinson, re-elected.

SECRETARY—J. P. Kessler, re-elected.

Each of the newly elected officers, in turn, were escorted to the chair. They thanked the members of the club for electing them and pledged their hearty support in all the club's undertakings.

An Enterprising Philadelphia Firm

Beecher & Barr of Philadelphia succeeded the individual business of J. W. Beecher on Jan. 1, 1905, when G. G. Barr was taken into partnership. H. K. Beecher was taken into the firm in 1908. Previous to his admission into the firm Mr. Barr worked for J. W. Beecher, who oper-



G. G. BARR, BEECHER & BARR, PHILADELPHIA.

ated mills in Virginia, West Virginia, North Carolina and Pennsylvania, the largest and most important companies being the Glen Union Lumber Company, Glen Union, Pa., and the Union Lumber Company of North Carolina.

Beecher & Barr sell the output for the Tennessee Lumber Manufacturing Company, with mills at Sutherland, Tenn., where it manufactures white pine, hemlock, poplar, oak, chestnut and other hardwoods; also for the Georgia-Carolina Lumber Company of Savannah, Ga., manufacturer of yellow pine, rough or dressed, long and short leaf timbers, flooring, ceiling, partition, etc., in which companies the various members of the firm of Beecher & Barr are financially interested. Each mill cuts about 100,000 feet daily. The [illegible] to the eastern market.

Meeting Memphis Lumbermen's Club

The Lumbermen's Club of Memphis, at its semi-monthly meeting held at Hotel Gayoso Jan. 20, authorized President Robertson to appoint a special committee, to be known as the credit committee, to investigate any and all individuals, firms or corporations coming to Memphis to engage in the hardwood lumber business, to report to the club in executive session as to their reliability, character and general reputation, and to secure the assistance of the bankers here as [illegible] in this work.

There have been several instances during the past few years where firms swindled members of the club, as well as other lumbermen operating in Memphis and the Memphis territory, and the duties of this committee are to conduct such a rigid examination into all new firms and corporations as to make any such development impossible in the future. The matter was brought to the attention of the club as the direct result of the recent failure of and defrauding of shippers in the Memphis territory by the Gateway Lumber Company, against which there are many claims.

S. B. Anderson of the Anderson-Tully Company, spoke in behalf of the formation of a traffic bureau to be maintained by the club, asserting that, in his opinion, this would result in a great deal of economy to members of the organization and at the same time relieve Memphis of the discriminations imposed by the railroads. He further declared that it would put Memphis on the "railroad map" and remove it from the class of a "mere way station," to which it has been assigned by the railroads. The matter was referred to the river and rail committee.

The board of directors and the members of the law and insurance committee of the club will hold a meeting during the current week to decide upon what course to pursue in connection with the proposed appeal by the railroads to the Supreme Court of the case of the Darnell-Taenzer Lumber Company et al. vs. the Southern Pacific and other transcontinental lines. The complainant won a signal victory in this case a few days ago, when the judge of the federal court decided that it was entitled to recover the excess of ten cents per hundred pounds paid during 1907 and 1908, the period during which the transcontinental roads kept in force a rate of eighty-five cents per hundred pounds from Memphis and Mississippi river points to Pacific coast terminals.

J. W. Thompson, one of the charter members of the club, was elected to honorary membership by unanimous vote. Mr. Thompson was head of the J. W. Thompson Lumber Company here for years, but is now in Chicago, where he is operating under the firm name of the J. W. Thompson Hardwood Company.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, was present and extended a personal invitation to all members of the club to attend the annual of that organization to be held in Cincinnati, Jan. 30-31. He stated that there would be a conference of the oak interests at Cincinnati on Jan. 29 and urged those engaged in the manufacture or sale of either plain or quartered oak to attend this meeting, which is separate and distinct from that of the organization of which he is secretary.

B. E. Kile of Kile & Morgan, Providence, R. I., another visitor, stated that he had good tidings to bring from the hardwood lumber industry, but declared that it was necessary for the lumbermen to take a more altruistic view of social and economic conditions and to help solve the problem of a social and economic nature confronting business men all over the world before they could expect to have a solid foundation upon which to build.

A telegram was read from T. W. Brown, president of the Louisville Hardwood Club, asking the members to attend the annual of the National Wholesale Lumber Dealers' Association in that city March 6 and 7.

Annual Meeting Philadelphia Wholesalers

The annual meeting and banquet of the Philadelphia Wholesale Lumber Dealers' Association was held at the Manufacturers' Club building on Jan. 11. Contrary to the general custom, the banquet was given the precedence at this meeting. A large number of members and guests assembled in the banquet hall at 6:30 p. m. to partake of a feast of the most elaborate and sumptuous appointment, after which the business for the evening received attention. The most important business to be transacted was the election of officers, which resulted as follows:

PRESIDENT—Horace A. Reeves, Jr., R. B. Wheeler & Co.

VICE PRESIDENT—Owen M. Bruner, Owen M. Bruner Company.

SECRETARY AND TREASURER—Ralph Souder, Hallowell & Souder.

DIRECTORS—C. J. Coppock, Coppock-Warner Lumber Company; R. B. Rayner, R. B. Rayner & Co.; and R. W. Wistar, Wistar, Underhill & Nixon.

Speeches were made by the newly elected officers and Edwin H. Coane of the Pennsylvania Lumbermen's Mutual Fire Insurance Company and John W. Long of New York.

The meeting of this association, which is more or less a private function, was particularly notable this year for an exceptionally animated and enjoyable business and social conference which it afforded its members. For the many pleasant features great credit is due to the committee of entertainment, composed of William T. Betts, chairman, Ralph Souder and Augustus J. Cadwallader.



HORACE A. REEVES, PRESIDENT PHILADELPHIA WHOLESALE LUMBER DEALERS' ASSOCIATION.

Meeting Cincinnati Lumbermen's Club

Zero weather did not deter the members of the Lumbermen's Club of Cincinnati from turning out in good numbers to attend its meeting on Jan. 8. President Sam Richey introduced as the guest of the evening J. Van Orsdel as the "biggest" lumberman from Lexington. Mr. Van Orsdel acknowledged being the "biggest" lumberman in Lexington, so far as he knew, and said he always entertained a grudge against the Cincinnati "bunch," and ached for a chance to get back at them and his opportunity had arrived to tell them just what he thought of them. But as they had furnished him with such a good meal and given him such a warm welcome, he had concluded to call all animosity off.

B. F. Dulweber, chairman of the river and rail committee, sent in a splendid report of the work of his committee on the Southern Railroad's rate discrimination against Cincinnati. The report embraced correspondence with the trustees of the Southern Railroad and the lessees, the Cincinnati, Northern Ohio and Texas Pacific railways; also a meeting of the committee with T. C. Powell, vice-president of that road, who explained rate-making to the committee in such a lucid manner that the committee concluded that as the lumber interests were not affected

by the alleged discriminations, they had better withdraw from the rate case prosecutions which they were engaged in with other mercantile organizations. A motion then prevailed to withdraw from the contest.

Invitation to attend the Indiana Hardwood Lumbermen's Association's convention at Evansville, Ind., on Jan. 18 was read, as well as a pressing invitation from the Lumbermen's Club of Evansville. No united action was taken. The secretary was instructed to acknowledge the invitations.

H. J. Pfiester of the advertising committee, presented a new classification for the lumber concerns for the telephone directory, to make that useful book more comprehensive. The report was adopted and will be sent to the publishers.

Chairman Bolser of the local entertainment committee, reported that at the annual meeting of the Hardwood Manufacturers' Association in the Sinton Hotel, Jan. 30-31, the club would have a room on the convention floor, where the committee would extend a welcome and afford all information to all delegates. Secretary Lewis Doster of the association briefly outlined the work of preparing for the convention of the association and thanked the club for its splendid efforts in the past, as well as for the coming convention.



RALPH E. SUMNER, SUMNER LUMBER COMPANY, NEW YORK CITY.

On invitation of J. Albert Green, secretary of the National Citizens' Club, a committee, consisting of C. S. Walker, T. J. Moffett and George Morgan, was appointed to attend the discussions on "Currency Reform."

An invitation from the Ohio Association of Merchants and Manufacturers to send a delegation to Columbus to discuss business legislation to be presented to the Ohio Constitutional Convention, now in session, was read and filed.

Change of Location

Announcement is made of a change in the lumber headquarters of the Chapman & Dewey Lumber Company of Kansas City. The company has opened offices at 1003 Tennessee Trust building, Memphis, Tenn., from which the entire lumber sales and operating business of this concern will be handled. W. C. Dewey and D. P. Mann will be in charge.

This concern, with the Chapman & Dewey Land Company, formerly occupied offices in the Bryant building, Kansas City, but has just moved to 500-503 Rialto building. These offices will not handle any of the lumber business of the company in the future. All inquiries and remittances should be addressed to Memphis.

Newly Organized New York Hardwood House

A newly organized New York wholesale hardwood company is the Sumner Lumber Company, located in the Hudson Terminal building at 50 Church street. This new house is an outgrowth of Hamilton H. Salmon & Co., of New York, of which Ralph E. Sumner has hitherto been manager and Herbert E. Sumner sales manager.

The sketch of Mr. Sumner's career was published in HARDWOOD RECORD in its issue of June 25, 1911, and recited his long connection with the lumber business. His connection with Hamilton H. Salmon & Co. dates back to 1899, when he became general manager of the lumber department. His success in this enterprise has been marked, because the distribution of lumber through this house to the New York and New England trade has reached close to 50,000,000 feet of hardwood annually for several years.

A few years ago Mr. Sumner's son, Herbert E. Sumner, joined him in the Salmon concern and has become as well known among the lumber manufacturers of the West and South as his father is in the East. He has achieved a reputation as a very astute lumber buyer, and an equally good reputation in the sales end of the business. The advertising campaign that he has carried on for the old house for the past year or two has probably been the best exemplification of the possibilities of advertising lumber and selling it by mail that has been made by any one connected with the industry.

The establishment of the Sumner Lumber Company has been brought about by reason of Messrs. Sumner figuring that they could improve their opportunities by operating on their own account. Hence the organization of the new enterprise.

The company will specialize in gum lumber and especially in quartered stock, in quartered plain oak and poplar, in maple, birch, beech, cherry, chestnut, cypress, elm, tupelo gum, cottonwood, ash and hickory. The company's mill connections have already been well established and there is no doubting the fact that with the reputation, push and energy it has as exceptional assets, the concern will become an important factor in the merchandising and distribution of hardwoods in the East.

The Bark of the Cork Tree

A large increase in the exportation of corkwood and manufactured cork products from Spain, probably the foremost producer of this material of all other countries, during the first half of the current year, as compared with the same period of the preceding two years, is a matter of much interest. In 1909 the amount was 14,372 tons, value $2,848,501; in 1910, 21,457 tons, value $3,994,490; this year 28,019 tons, value $4,662,492. At this rate of increase 1911 will be a record year in the history of this industry in Spain. The United States leads in the markets of the world as a consumer of this material, in 1909, the last year for which figures are given, taking 10,097 tons. These figures, taken from the vice consul general at Barcelona, cover every form of cork product.

Germany Mahogany Conditions in 1911

Advices from Hamburg state that there was a seventy-five per cent increase in mahogany imports in 1911 over the previous year, with a proportionate increased consumption. This is the result of a continuance of generally healthy business conditions, which have been gradually improving during several years past. The general market throughout the year was unusually strong, with good prices and no oversupply prevailing. As a rule the shipments changed hands immediately upon arrival.

The report shows steady prices prevailing during the year for Mexican and Honduras mahogany, with a very small quantity on hand at the end of the year. There has been an increase in demand for Honduras mahogany, and no difficulty is anticipated in disposing of arrivals, as no stock was on hand at the end of the year. The imports of Central American and West Indian mahogany are very limited, and commanded no important position in the market. Sapeli mahogany has not only maintained the strongest position, but has shown the most remarkable increase in demand of all the varieties. On the whole, there was an increase of about seventy per cent in the importation of this stock. There has been no falling off in price, which as it stands is the highest level maintained for several years.

Enlargement of Defiance Machine Works' Plant

At a recent meeting of the board of directors of the Defiance Machine Works, Defiance, O., final arrangements were made to materially enlarge the present plant during the coming summer. It is expected that work on the new buildings will start Mar. 1.

A saw tooth erecting shop will be built between the present machine shop and the new warehouse. The dimensions will be 77 x 132 feet. Another saw tooth building will also be erected west of the erecting shop, which will accommodate the casting and cleaning department, shafting and bar steel store house, plate shop, plate warehouse and blacksmith shop.



HERBERT E. SUMNER, SUMNER LUMBER COMPANY, NEW YORK CITY.

This building will be 115 x 97 feet. All mechanical departments which are now in the office building will be moved to this new building.

Many modern devices will be installed in the new shops, which will make these works one of the best in the land.

Meeting Evansville Lumbermen's Club

The Evansville Lumbermen's Club held its regular monthly meeting at the New Vendome hotel last week, and after the banquet in the cafe, the meeting was adjourned to the hotel parlors, where the regular business meeting was held.

Communications were read from different lumbermen who responded to the invitation to attend the annual convention of the Indiana Hardwood Lumbermen's Association on Jan. 18. A motion was made and carried that a committee of the Hon. Chas. W. Fairbanks' friends be appointed to entertain him after making his address at the opening of the business session of this meeting.

The publicity committee reported that its arrangements had been completed.

Frank H Bloomer, [illegible] dealer, was elected to membership.

A motion was made and carried that the president appoint a nominating committee. The following committee was appointed: Claude Maley, Daniel Wertz and R. J. Broadwell, which later made the following nominations: For president, D. M. MacLaren; first vice-president, Fred Rietz; second vice-president, F. M. Cutsinger; secretary and treasurer, M. E. Cummings; directors, C. P. White, Chas. Wolflin and Daniel Wertz.

Upon motion of C. Wolflin, seconded by Jos. Weichsel, the above ticket was elected by acclamation.

The president designated Tuesday, Jan. 16, as the date for the special meeting to be held in the parlors of the New Vendome hotel to complete arrangements for the entertainment of visitors on Jan. 18.

Upon motion the meeting adjourned.

Annual Meeting Pennsylvania Insurance Company.

The annual meeting of the Pennsylvania Lumbermen's Mutual Fire Insurance Company was held at the company's office, 806 Lafayette building, Philadelphia, Jan. 23. In the morning the board of directors held its meeting, which was followed in the afternoon by the policy holders' meeting. The following were elected for the coming year:



A. E. NORMAN, PRESIDENT NORMAN LUMBER COMPANY, LOUISVILLE, KY.

PRESIDENT—Edward T. Henson.
FIRST VICE-PRESIDENT—Richard Torpin.
SECOND VICE-PRESIDENT—W. Z. Sener.
TREASURER—Edwin H. Coane.
SECRETARY—Harry Humphreys.
DIRECTORS—Edwin H. Coane, Philadelphia; William O. Curtis, William Curtis' Sons Company, Boston, Mass.; R. R. Griswold, A. Robertson & Son, Binghamton, N. Y.; Edward F. Henson, Edw. F. Henson & Co., Philadelphia; Harry Humphreys, H. Humphreys & Co., Camden, N. J.; Louis H. Mansfield, New Haven, Conn.; T. Atkins Murphey, Murphey Hardy Company, Newark, N. J.; Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y.; Albro J. Newton, Albro J. Newton Company, Brooklyn, N. Y.; J. J. Eyman, A. Ryman & Sons, Wilkes-Barre, Pa.; W. S. Sener, G. Sener & Sons, Lancaster, Pa.; William Henry Smedley, Smedley Bros. Company, Philadelphia; Richard Torpin, Richard Torpin & Co., Philadelphia; Edward C. Worrell, Edward T. Henson, chairman; Richard Torpin, W. Z. Sener, Edwin H. Coane, William Henry Smedley.
AUDITOR—Lud Gooding, Philadelphia. Myron J. Kimball, Kimball & Prince Lumber Company, Vineland, N. J.; Clayton W. Nichols, Philadelphia.

A forty per cent dividend was ordered paid on all policies as they terminate for the year commencing with Feb. 15.

The following statement shows the condition of the company on Dec. 31, 1911:

CASH ASSETS

Approved stocks and bonds, mkt. value..		$ 438,680.00
First mortgage loan on real estate.....		3,500.00
Cash in office.....		507.03
Cash in banks on interest		66,619.69
Premiums due		21,627.68
Agent's balance		283.45
Interest due and accrued		6,438.15
Total cash assets...		$ 537,656.00

LIABILITIES

Losses in process of adjustment .....$	9,741.16	$
Taxes and other bills due or accrued..	4,186.29	
Inspection charges due on premiums in course of collection.	1,552.59	
Unearned premiums on policies in force....	180,481.32	
Total liabilities ...$	195,961.36	$
Net cash surplus....	341,694.64	537,656.00
Contingent assets, i. e., extent of power to assess .....$		81,082,887.95
Total assets		$1,620,543.95
Insurance in force		$16,351,604.02
Premiums in force		360,962.65

Attention is called to the fact that this company increased its insurance in force $2,279,088 during 1911, making $16,351,604 insurance in force on Dec. 31, 1911. There was likewise a large increase in premiums in force, and this increase amounted to $47,907, making the total premiums in force at the close of last year $360,962. Cash assets increased $61,083, making total cash assets $522,175 at the end of the year. The surplus increased $37,129, so that the January statement shows a surplus of $341,694. The losses incurred and paid in 1911 amounted to $125,497.

From the above figures it will be seen that this company made a long stride forward last year and all those associated with the company have every reason to feel gratified.

Lumber Underwriters Have a Prosperous Year

The regular annual meeting of the Lumber Underwriters was held at the home office, 66 Broadway, New York, on Jan. 17, 1912. The following members were present: F. R. Babcock, C. H. Carleton, F. W. Cole, Lewis Dill, R. W. Higbie, W. A. Holt, W. C. Laidlaw, H. S. Lee, R. C. Lippincott, G. B. Montgomery, E. F. Perry, C. H. Prescott, Jr., F. C. Rice and H. F. Taylor.

The usual routine business was conducted and the figures of the past twelve months thoroughly discussed. The statement shown herewith shows a prosperous and satisfactory year's business and that the organization had a very healthy growth in 1911. This organization has had the backing of the lumber trade throughout the country, and its efforts to bring about right conditions in lumber insurance is shown to be thoroughly appreciated. The direct management of the organization is in the hands of E. F. Perry, who is also secretary of the National Wholesale Lumber Dealers' Association, and Louis H. Parker, deputy-attorney and assistant manager, has direct charge of the underwriting and office management. Mr. Parker has had a very wide fire insurance experience, having been connected with some of the large fire insurance companies throughout the United States.

The following is the statement of resources and liabilities issued on Jan. 1, 1912:

RESOURCES

Cash in banks	$193,753.89
State bonds	10,000.00
Losses due from reinsuring companies	1,170.47
Uncollected premiums (none over due)	51,445.28
	$256,369.64

LIABILITIES

Reinsurance reserve (50 per cent of premiums in force) .....$	118,830.01
Due reinsuring companies (premiums)	5,346.67
Set aside to pay unadjusted losses, etc.	19,440.00
Commissions and brokerage.....	1,965.69
Accrued taxes	500.00
Surplus	110,287.27
	$256,369.64

Under recent improved laws of the state of New York, this organization has been given a prominence which will be of great benefit to it and, after careful investigation, has been found to measure up fully to the test of the law, reports annually to the department, is subject to their supervision, and is considered to be one of the strongest lumber insuring organizations in the field today.

A Louisville Consolidation

An announcement of great importance was made this week by A. E. Norman of the Norman Lumber Company, who stated that E. B. Norman & Co. have been consolidated with his concern under the name of the Norman Lumber Company. The capitalization of the latter company will be increased from $75,000 to $100,000, and the officers will be A. E. Norman, president



E. B. NORMAN, VICE-PRESIDENT NORMAN LUMBER COMPANY, LOUISVILLE, KY.

and treasurer; E. B. Norman, vice-president, and A. B. Thurman, secretary. S. E. Booker, who has been in charge of the box factory of E. B. Norman & Co., will be a director of the Norman Lumber Company and will continue to supervise the box manufacturing end of the business. This department will continue at Shelby and Fulton streets, although the remainder of the business will be concentrated at Ninth and Magnolia streets, where the Norman Lumber Company has a wood-working plant. The combined company of course takes over the big bandmill of E. B. Norman & Co. now going up at Holly Ridge, La.

Incidentally, P. G. Booker, who has been connected with E. B. Norman & Co. for the past two years, has organized the Booker-Cecil Company, and has purchased the lumber stock of E. B. Norman & Co. on the Fulton street yard, securing also the company's lease on property at Clay and Fulton streets. The new concern will operate a large rehandling yard, and will receive and ship quartered and plain oak, poplar, ash, cottonwood and gum. Stuart R. Cecil, the other member of the firm, was with the Norman Lumber Company for several years.

Chicago Lumbermen's Club Organized

Chicago lumbermen assembled in the convention hall of the Auditorium hotel on Thursday, Jan. 18, for the purpose of organizing a trade club for purely social purposes. About fifty of the local fraternity were present, with Robert H. Gillespie in the chair, and E. H. Klann acting secretary. A total of 187 names was listed as charter members of the club. Most of the business done was necessarily merely preliminary in its nature. It was definitely decided that the name of the association should be The Lumbermen's Club of Chicago. It was further decided positively to close applications for charter memberships on Feb. 15, after which time an additional initiation fee of $50 will be charged.

The chair was authorized to appoint committees to draw up a constitution and by-laws, and to locate suitable quarters for the club after its final organization.

A second meeting is to be called in about two weeks, at which time the formal establishment of the club will take place. E. E. Hooper, secretary of the Lumbermen's Association of Chicago, was elected chairman of the general committee on organization.

Change in Working System

The McMullen Powell Lumber Company is the name of a hardwood company just organized in Chicago, with headquarters at 1103 Chamber of Commerce, to conduct a general jobbing business in hardwood lumber, the managerial head of which is F. B. McMullen.

This organization is an allied house of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., and is made to give just recognition to Mr. McMullen, who has been in charge of the company's sales in this section of the country, with Chicago as his headquarters, for several years.

The company, under Mr. McMullen's direction, will take over the sales end in this district of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.; of the Powell-Meyers Lumber Company, South Bend, Ind., dealer in car stock material, and of the Hollister-French Lumber Company, South Bend, Ind., dealer in northern hardwood, and will also do an independent hardwood jobbing business. The officers of the concern are C. G. Powell, president; F. B. McMullen, vice-president and general manager, and F. J. Roys, secretary and treasurer.

Mr. McMullen is well and favorably known in the local trade, and this organization is not only a recognition of his abilities by the parent house, but will give him an opportunity to broaden his operations. Mr. McMullen's many friends will wish him increased success in his new departure.

Meeting New Orleans Lumbermen's Club

The first meeting of the Lumbermen's Club for 1912 was held Tuesday evening, Jan. 9, at the Gem restaurant. After an enjoyable dinner the meeting was called to order by President Haymann, who extended a New Year's greeting to the club and its members. He also read a communication from ex-President Hosball expressing his regret at being unable to be present and extending good wishes of the season.

The treasurer reported a healthy condition of the club's finances.

Chairman Foxley of the membership committee reported favorably upon the name of A. E. Boadle, who was elected to membership.

Mr. Terriberry made a lengthy address upon the matter of representation on the Public Belt Commission, outlining the course he thought should be taken to press the matter further. Among other things, he suggested that the club should incorporate. The matter was left to the executive board, which had previously been given authority to take steps to that end. Discussion developed a general disposition to continue efforts to secure representation on the Belt Commission; the situation was canvassed thoroughly and a plan of campaign mapped out, the work being apportioned among the various members.

The secretary then read the reply received from the Dock Board relative to suggestions made by the club in the matter of the lumber wharf. As that question was under consideration by the finance committee of that body, the secretary was instructed to communicate with the board further and endeavor to arrange for a conference.

The question of payment of dues was brought up. It was suggested that a return be made to the former rule of paying monthly instead of quarterly, as at present. A constitutional amendment being necessary, notice was given that at the next meeting of the club a motion would be made to amend the constitution to that effect. A suggestion was then made that a portion of the funds of the club be set aside as a reserve fund to meet extraordinary expenses. After discussion a motion prevailed that the setting aside of such a reserve be left to the discretion of the executive board.



F. B. McMULLEN, VICE PRESIDENT McMULLEN POWELL LUMBER COMPANY, CHICAGO.

The chair called attention to the vacancy existing in the chairmanship of the law and insurance committee, on account of the election of Mr. Toung as first vice-president, and the chairmanship of the statistics and publicity committee by the removal of Mr. Tully, and stated that an election was in order to fill such vacancies. Byron Black was elected chairman of the law and insurance committee, and James Boyd was elected chairman of the statistics and publicity committee.

Notice was given that at the next meeting of the club a motion would be made to amend the constitution making the dues of non-resident members one dollar a month.

Building Operations for December and the Past Year

Reports from fifty building centers throughout the United States, which have been regularly quoted by The American Contractor, Chicago, as a barometer for the activities in the building industry, show a decline of fifteen per cent for the past year as compared with 1910. The same cities show an aggregate loss of sixteen per cent for December last, as compared with December, 1910. The losses and gains in the cities listed are about equally divided. The principal gains for the year were made in Cambridge, 24; Cincinnati, 67; Cleveland, 21; Dallas, 51; Evansville, 52; Hartford, 29; Louisville, 142; Milwaukee, 25; New Haven, 33. The principal gains for December were: Baltimore, 78; Bridgeport, 95; Buffalo, 185; Cambridge, 128; Cleveland, 225; New Haven, 290; Paterson, 73; Rochester, 113; Scranton, 95. Particulars will be found in the following tables:

City	December 1911. Cost	December 1910. Cost	Per Cent Gain	Per Cent Loss
Atlanta	$ 14,678	$ 650,658		50
Baltimore	702,810	394,625	78	..
Birmingham	102,247	299,460		66
Bridgeport	152,000	77,575	95	..
Buffalo	1,394,000	488,000	185	..
Cambridge	183,175	80,050	128	..
Chicago	6,805,300	12,287,900	..	44
Cedar Rapids	238,000	800,000	..	70
Cincinnati	694,560	533,145	..	..
Cleveland	2,530,800	715,935	225	..
Columbus	129,637	481,819	..	73
Dallas	16,714	54,728		56
Denver	370,150	439,245	..	15
Detroit	1,083,700	1,480,155	..	26
Duluth	97,000	155,575		37
Evansville	75,235	94,353	..	20
Grand Rapids	117,522	111,210	5	..
Hartford	206,130	245,830	..	16
Indianapolis	759,418	559,699	35	
Kansas City	450,000	1,065,920		56
Los Angeles	1,431,525	1,472,791	..	2
Louisville	222,720	153,750	44	..
Manchester	58,715	78,400	..	25
Memphis	315,000	460,825	..	31
Milwaukee	794,089	496,175	60	..
Minneapolis	400,225	575,230	..	30
Nashville	33,053	35,325	..	6
Newark	814,124	2,482,701	..	67
New Haven	257,320	91,320	290	..
Manhattan	7,158,121	7,175,977	1	..
Brooklyn	2,618,949	1,988,888	31	..
Bronx	2,180,230	870,950	150	..
New York	11,997,300	10,035,815	19	..
Oakland	517,539	420,612	23	..
Oklahoma City	146,855	206,710	..	28
Omaha	164,000	110,850	47	..
Paterson	128,113	73,813	73	..
Pittsburgh	867,419	638,364	35	..
Portland, Ore.	1,293,526	4,720,420	..	72
Rochester	696,005	325,845	113	..
St. Louis	635,408	836,879	..	24
Salt Lake City	35,600	240,300	..	85
San Francisco	1,207,429	958,758	25	..
Scranton	227,325	116,250	95	..
Seattle	326,890	752,503	..	56
Spokane	74,080	134,650		44
Tacoma	88,565	111,703	..	20
Toledo	141,757	824,171	..	82
Wilkes-Barre	216,698	165,873	30	..
Worcester	287,017	218,176	31	..
Total	$39,745,215	$47,813,790	..	16

City	1911. Cost	1910. Cost	Per Cent Gain	Per Cent Loss
Atlanta	$ 6,215,000	$ 7,405,150		16
Baltimore	9,325,832	9,798,312	..	4
Birmingham	3,554,157	3,524,053	1	..
Bridgeport	2,478,552	2,267,488	7	
Buffalo	10,364,000	9,222,000	12	..
Cambridge	2,905,525	2,341,425	24	
Chicago	105,269,700	96,932,700	8	..
Cedar Rapids	2,021,450	2,608,650	..	22
Cincinnati	13,484,925	8,048,010	67	..
Cleveland	16,994,677	13,948,413	21	..
Columbus	4,668,242	5,124,828	..	8
Dallas	5,523,373	4,199,040	31	..
Denver	6,084,260	11,319,955	..	46
Detroit	19,012,659	17,515,945	8	..
Duluth	2,563,338	13,311,264	..	80
Evansville	2,006,966	1,317,010	52	..
Grand Rapids	2,508,714	2,255,621	11	..
Hartford	5,896,244	4,541,979	29	..
Indianapolis	8,349,477	8,194,311	1	..
Kansas City	13,310,791	13,783,196	..	3
Los Angeles	23,004,185	21,684,100	6	..
Louisville	8,951,123	3,690,032	142	..
Manchester	1,486,781	1,334,530	11	..
Memphis	5,859,146	6,280,498	..	6
Milwaukee	12,336,098	9,797,581	25	..
Minneapolis	13,735,285	14,363,830	..	4
Nashville	1,209,609	1,623,796	..	25
Newark	10,975,334	13,394,812	..	18
New Haven	5,868,519	4,386,065	33	..
Manhattan	111,290,408	108,643,095	2	..
Brooklyn	37,711,067	39,796,840	..	5
Bronx	24,413,307	45,432,530	..	46
New York	173,414,782	193,872,465	..	10
Oakland	7,118,197	7,078,635	1	..
Oklahoma City	2,828,156	5,493,203	..	48
Omaha	5,426,863	6,250,988	..	13
Paterson	2,263,597	2,199,756	2	..
Pittsburgh	11,706,898	12,790,599	..	8
Portland, Ore.	17,419,090	19,766,998	..	11
Rochester	9,389,775	10,082,528	..	6
St. Louis	18,607,555	19,600,063	..	5
Salt Lake City	3,159,600	4,461,400	..	29
San Francisco	20,915,474	20,508,556	2	..
Scranton	1,753,870	2,085,948	..	15
Seattle	7,491,156	17,163,080	..	56
Spokane	3,314,780	5,883,484	..	44
Tacoma	1,707,644	2,685,051	..	36
Toledo	3,722,336	3,953,622	..	5
Wilkes-Barre	2,104,277	2,052,180	2	..
Worcester	5,002,985	4,304,207	16	..
Total	$550,272,098	$653,648,557	..	15

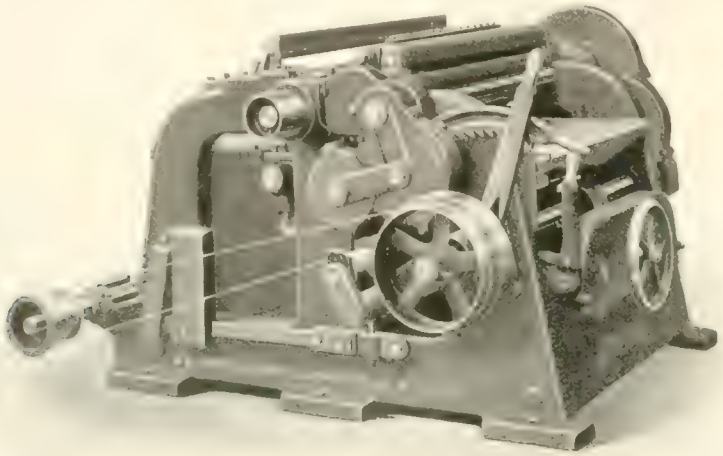
Duluth, Minnesota Steel Works [illegible] Ohio.

Veteran Lumberman Dies

I. H. Gage, widely known as a pioneer in the lumber business, died at the Vendome hotel, Chicago, on Jan. 12. The cause of his

death was premature, [illegible] days. The deceased was widely known and highly respected in hardwood circles. He originally operated at Indianapolis and after several years went to Memphis, Tenn., and organized the H. H. Gage Lumber Company, which still [illegible]. Mr. Gage remained in Memphis for several years, and then left for the gold fields of Oregon. Upon returning from the West he went to Cincinnati and organized the Gage-Possell Lumber Company, with which institution he was connected for a number of years.

Mr. Gage was a pioneer in the hardwood business, starting with Scatchard & Son, Buffalo, many years ago. Until recently he had been living in Oregon, and returned to Chicago last October. He leaves a widow and five married daughters.



NEW H. B. SMITH 30 INCH HEAVY CABINET PLANER.

New Cabinet Planer

Illustrated herewith is a view of a new thirty-inch heavy cabinet planer that has just been put out by that veteran and sterling wood-working machinery house, H. B. Smith Machine Company, Smithville, N. J. This machine has various improvements over any other type of furniture planer, and is built with a round head, having four self-hardening cutters, patent sectional feed rolls, patent sectional chip-breakers, power hoist, and provision for jointing and grinding the cutters on the machine.

These machines are extra heavy as compared with other cabinet planers, and are very finely constructed, and strongly driven. They will do the finest kind of smooth planing. The frame is cast hollow including the front and rear crossgirts, which is the stiffest possible form of construction.

The bed is heavy and deeply ribbed, and has a vertical movement of full seven inches on long inclines, which extend from the front to the rear of the framing. The feed is started and stopped by a belt-binder which is hinged on a trunnion independent of the shaft. Provision is made for two rates of feed, viz: twenty and thirty a minute, but additional rates of feed may be had by additional pulleys.

The feed works consist of four five-inch feed rolls, two above and two below. The upper feed roll is made in sections. The front and rear rolls are thirteen and one-half inches apart from center to center, which enables the machine to plane pieces as short as thirteen and one-half inches without depending upon one piece shoving the other through.

The sectional feed rolls are made two inches wide and each section is given pressure by a spring of limited movement, which causes a double roller over each section to give the necessary pressure to each section so as to insure a positive feed. Pieces varying in thickness can be planed simultaneously.

The cutter head is made round, as this form facilitates the application and care of thin air-hardening cutters, with which the machine is preferably fitted. The head is grooved to carry four cutters.

There are many improvements in this new machine, and full details can be secured by addressing the H. B. Smith Machine Company, Smithville, N. J.

Biltmore Doings

Biltmore Doings, giving an account of the activities of the Biltmore Forest School in Germany during December, tells of interesting trips the students made during that month. The first part of December was spent in a trip through Bavaria and Saxony. In Bavaria the forests visited were mainly spruce and fir. In these sections the students had excellent opportunity to closely observe the regeneration methods employed by Bavarian foresters. The forests in this country are logged in strips about 300 feet wide, each strip being restocked after cutting by planting. Logging is started at the top of the hill and carried downward, thus avoiding damage to the young growth. By this method a perpetual supply is constantly being maintained.

From Dresden, in Saxony, the students visited the suburb of Tharandt, where is located the first technical forest school in the world, which was founded in 1811 by Heinrich von Cotta. The students were accorded a royal welcome and access to the various departments and lecture rooms of the school. It was learned that the revenue from all the state forests of Saxony is two and one-half per cent, and that the forests have risen in value gradually since 1811, an annual rate of three per cent, making a total revenue during this period of five and a half per cent. So it would seem that Frederick Weyerhaeuser was not far wrong when he stated that he could not see a revenue in excess of two per cent in forest growth.

From Dresden the students returned to Darmstadt, stopping en route at various points of interest, where particular observations were made to show the results of different types of forest administration.

Baldwin Plant for Chicago

The Baldwin Locomotive Works of Philadelphia has announced that its new western plant will be built at East Chicago on a tract immediately adjoining the Gary plant of the steel corporation. Adequate shipping facilities with highly satisfactory switching arrangements are available at the new site. It is planned to make the development of the western plant gradual, as was the erection of the Eddystone plant at Philadelphia. The rapidity of erection depends entirely upon business conditions. The cost of the new project will be entirely covered without the issuance of any new capital. It will be paid for out of the cash resources of the Baldwin Locomotive Works.

The Motor Truck in the Lumber Business

That the motor truck not only commands the attention of lumber dealers throughout the country, but is here to play an important part in the transaction of their business, is evidenced by the rapid installation of motor car service in various lumber yards all over the country. The first concern in the lumber business to use motor trucks exclusively in deliveries was the Fidel Ganahl Lumber Company, St. Louis, Mo. This concern spent several years in a close investigation of the possibilities of the motor truck for this purpose, and now is using seven trucks, of five-ton capacity, with astonishingly gratifying results. The eighteen months' trial which they have already had, has demonstrated their efficiency under hard service, and the ease with which they can be handled in the yards. This company is the only firm in St. Louis at the present time using motor trucks, and it claims that they are never idle. The accompanying illustration shows the entire battery about to start out in the morning.

The experimental stage has already been passed, and it is now an established fact that deliveries can be made with motor trucks not only easier and faster but more cheaply than with teams. Furthermore, their ability to travel the hardest roads and in the worst weather makes deliveries a much surer proposition, and prevents unavoidable shutting down during heavy weather, which is unavoidable with team service.



BATTERY OF AUTOMOBILE TRUCKS EMPLOYED BY THE FIDEL GANAHL LUMBER COMPANY, ST. LOUIS.

The Hardwood Situation in London

Advices from the leading brokerage firms of London generally state that an unusually high level of values in mahogany was maintained during the past year. This strengthening of the market is ascribed primarily to an active persistent demand rather than to the usual shortage of supply. One firm reckons that the total increase in imports of mahogany into London was fully twelve per cent above the average of the past decade. Gaboon mahogany is mainly responsible for this increase, as the supply from all other parts is very little above the average. It is reckoned that the total mahogany cut during 1911 was one of the largest on record. A feature of the mahogany trade during the year was the voracity of the buyers. They seemed to be anxious to get hold of the wood at any price, and of any quality. With prospective supplies, as far as can be seen, but moderate, and a continuance of this vigorous demand, there is no visible sign of any weakening in the market. There is every reason for shippers to believe that the favorable conditions which prevailed during the past year will continue.

While the supply of walnut logs during 1911 was the largest for some time, this stock was of an inferior quality. While most of the shipments were disposed of at fairly satisfactory figures, there is an accumulation of stock at present, owing to the excess of deliveries over demand. The trade in walnut planks and boards has been conservative during the year, with the result that there was no great suffering in prices, for while the lower grades were somewhat weak, the better quality of stock was usually disposed of at good figures. The import was less than usual, but this did not cause any shortage, as most of the buyers were well stocked by purchases during 1910.

While the import of American oak logs amounted to practically nothing, the trade in quartered planks and boards was fairly satisfactory, especially during the first half of the year, when the supplies were but moderate. Towards autumn, however, shipments became excessive, with a consequent weakening of the market, which has not yet fully recovered. The strongest demand was for high-grade stock, while there was some difficulty in disposing of the medium quality. There was a heavy importation of plain planks and boards, especially of the lower grades, throughout the year, but a consistent and spirited demand prevented any excess of logs until toward the latter part of the year, when unusual arrivals weakened the market somewhat. There is not an accumulation of stock, particularly in the low grades. The demand for three- and four-inch sills took care of all stock immediately upon arrival.

The import during 1911 was in excess of the previous year and more than enough to cover the demand. The strongest market prevailed during the first part of the year, but the summer dullness, accompanied by heavy arrivals, broke the market somewhat, and caused an accumulation which still is maintained. The demand for cull stock is steadily weakening with the increased use in the English market of three-ply wood. But the demand for the better grades and for wide stock was brisk. While at present a dullness is noted all through the poplar demand, there is every probability that with decreased offerings and a steadily maintained demand, the market will return to its highly satisfactory conditions of a few months ago.

The supply of American ash was as a rule in excess of demand, and as a consequence prices have remained weak and fluctuating. There has been a noticeable improvement, however, in the last month or two, especially for the best grade of stock.

There was a steady supply of red gum on hand during the year and a favorable market with easily maintained values. It is reported, however, that buyers are giving increased attention to hazel pine on account of good widths and attractive prices.

The inquiry for maple planks during the year was but limited, and easily met by the supply on hand. The business in flooring boards was somewhat less than 1910, and most of the imports were on firm orders. It is likely that any increase in the quotations will result in further reduction of consumption in the London market.

The Bemiller Sawdust Blower

A new adjunct for sawmills and especially for small mills, is the Bemiller fan blower, manufactured by the Bemiller Fan Blower Company of Butler, O. An installation of one of these equipments is illustrated herewith.

This device is said to be the only complete and successful one ever manufactured to eliminate sawdust from a mill. It is adjusted so that it cannot clog, choke or become displaced. Those who operate small sawmills, and know the nuisance of having a mill blocked up with sawdust, will appreciate this new apparatus.

The equipment weighs only one hundred and thirty pounds, and very moderate power only is required, as it is run with a two or three inch belt. It is guaranteed to blow sawdust from thirty to eighty feet from the saw in any direction desired, and the direction can be changed with less than five minutes' labor. The machine is sold on approval, and it is recommended that operators of portable sawmills ask the company for one of its illustrated catalogues.



THE BEMILLER SAWDUST BLOWER IN OPERATION

Furniture in Russia

Leading furniture dealers in Russia, wholesale and retail, say there is practically no demand for American goods, for the reason that representation of European manufacturers lose no opportunity to obstruct its sale in the interest of their own products. Its solidity and fine workmanship are highly spoken of, but so many objections are raised against it that dealers will not handle it.

The American consul at Moscow, John H. Snodgrass, is authority for the statement that excessive cost of transportation, high import duty, bad packing and refusal of American manufacturers to grant long credits are the reasons advanced by Russian dealers for their reluctance to handle American-made goods. Furthermore, the lack of knowledge of climatic requirements is an obstacle in the way of American manufacturers. The long, severe winters make necessary constant and extreme heat in the houses, which causes warping and disjointing, and the furniture has to be made with that condition in view.

The prejudice created by European competitors in this way will be difficult to overcome, and it is not at all likely that American manufacturers will soon find ready sale for their product in Russia.

To Tap Hayti's Forests

A new enterprise that gives promise of importance is the organization of a company for the development of an extensive tract of timber in the island of Hayti that embraces mahogany and other valuable woods. W. H. Grannis, Baltimore, Md., former representative of the W. M. Ritter Lumber Company, Columbus, O., but now a member of Furst Bros. & Co., is a prominent figure in the undertaking. The project will call for the erection of mills, construction of logging railroad and the necessary appurtenances of such an operation, and will entail the investment of a large amount of capital. The intention of the corporation is to make Baltimore the distributing point in the United States for its timber and lumber.

Timber in Canada

The forestry branch of the Dominion Department of the Interior, Ontario, states officially that, omitting semi-treeless lands, the original timber area of Canada was approximately 1,900,000 square miles. Of this 98,000 square miles have been cleared for settlement, and 100,000 square miles have been cut over by lumbermen, leaving 1,702,000 square miles of timber land still untouched.

Figuring on an average of 3,000 feet to the acre, a conservative estimate, it is assumed that the timber still standing in Canada will approximate 3,279,000,000,000 feet. The Conservation Commission estimates the amount of saw timber still standing at 494,600,000,000 feet and the amount of pulpwood at 1,100,000,000 cords. The timber consists almost wholly of pine, spruce, hemlock and other soft woods.

The above figures are regarded as the most accurate ever issued by the Canadian government on this subject.

Miscellaneous Notes

The Grant Lumber Company, Dry Ridge, Ky., has decreased its authorized capital stock to $15,000.

The Maxon Case Lumber Company, Gary, Ind., has been incorporated with a capital stock of $40,000.

The McDonald Lumber Company of Covington, Ky., has been incorporated with a capital stock of $20,000.

The Herculaneum Lumber Company, Herculaneum, Mo., has increased its capital stock from $10,000 to $20,000.

The Zenda Lumber Company, Zenda, Wis., has been incorporated with an authorized capital stock of $20,000.

The Geo. Delker Company, carriage manufacturer of Henderson, Ky., has increased its capital stock to $100,000.

The Zielinski Lumber Company, Rochester, N. Y., has been incorporated with an authorized capital stock of $25,000.

C. E. Stewart of Atlanta recently purchased 4,000 acres of timber land on the Alabama river, near Mobile, for $25,000.

The hardwood flooring plant of Bliss & Van Auken, Saginaw, Mich., was recently destroyed by fire, entailing a loss of $15,000.

The Spies-Thompson Lumber Company, Menominee, Mich., has been incorporated with an authorized capital stock of $100,000.

The American Lumber & Wood Company, Philadelphia, Pa., has been incorporated with an authorized capital stock of $500,000.

The Carter Lumber Company, Riverside, Ark., has decreased its capital stock from $20,000 to $10,000.

The Campbell-Smith-Ritchie Company of Lebanon, Ind., has increased its capital stock to $80,000.

The Arpin Hardwood Lumber Company has started a night and day force of about 200 men as a beginning of the season's operation at Atlanta, Wis.

[illegible] & Daly [illegible] Ohio Block, Miss., have [illegible] the Ohio Block Lumber Company, which is incorporated with a capital stock of $20,000.

The officers and directors of the Philadelphia Veneer & Lumber Company, Philadelphia, Pa., will liquidate the affairs of that company preparatory to discontinuing its business.

The Island Mill & Lumber Company, Alpena, Mich., started up its big mill on Jan. 8, and has a stock of logs on hand to enable it to cut hardwoods exclusively until June 1 next.

The Garrison Spoke Company of Franklin, O., has been incorporated with an authorized capital stock of $10,000. The incorporators are A. R. Stecker, John J. Schwartz and others.

The Lexington Broom Works, Lexington, Ky., has been incorporated with a capital stock of $10,000. The incorporators are J. M. Letton, Jr., of Jackson, J. H. Letton, Sr., and others.

The I. Stephenson Lumber Company has been incorporated at Marinette, Wis., with an authorized capital stock of $8,000. The incorporators are H. A. J. Upham, C. A. Russell and J. W. B. Van Houten.

Night work has just been started by the Rice Lake Lumber Company of Rice Lake, Wis., at its mill at that place. This move is the result of a much strengthened demand for northern hardwoods of late.

The Blanchard Lumber Company, Buffalo, N. Y., has been incorporated with a capital stock of $75,000 to manufacture lumber, etc. The incorporators are T. H. Blanchard, N. A. Darrow and C. E. Ladd.

A new Tennessee operation will shortly be started near Sneedsville, Hancock county, Tenn. T. J. Cantrell recently purchased a good sized tract of hardwood in that county and will install a mill at this point.

The Williams Brothers Company of Detroit, Mich., recently consummated one of the biggest timber deals in Detroit in recent years by purchasing 50,000,000 feet of hardwood timber in Gaylord county, Michigan.

The Campbell Lumber Company, Bay City, Mich., has sold its mill, mill equipment and realty on Water street to Ross & Wentworth. The Campbell Lumber Company will continue in business but in another branch of the trade.

William Haas & Sons are establishing a handle factory at Houston, Tex. The plant will make a specialty of shovel handles and will have a capacity of 150 dozen per day. It is under the management of Fred and Henry Haas, and will be managed should the business justify.

On Jan. 1 the ownership of the rotary veneer plant of the Southland Veneer Company at Tuscaloosa, Ala., changed back to J. T. Horn & Co., of Indianapolis. The business will be continued under the latter's name. The plant originally belonged to J. T. Horn. It was started by him and W. S. Hitt in 1909, being sold in 1910 to the Southland Veneer Company.

The lumber mill of the Escanaba Lumber Company at Masonville, Mich., was recently totally destroyed by fire. The mill and tramways were totally wrecked, and were not covered very heavily by insurance. However, the greater loss will come from the timber already cut this season, which will have to be disposed of in some way or held over for several months until the mill is rebuilt.

It has been announced that the Brunswick-Balke-Collender Company, large manufacturer of billiard tables, hotel supplies, etc., which for years has been located at Long Island City, will move to Chicago, where the business of the company will be concentrated. The chief reason for this move is to enable the company to locate nearer sources of supply. It is also understood that better freight rates are available.

Charles Oliver and A. S. Bliss, formerly hardwood jobbers in Minneapolis, operating as the Oliver & Bliss Lumber Company, have dissolved partnership and each will continue on his own account. The former business will be continued by Charles Oliver in the old offices. Mr. Bliss has organized the A. S. Bliss Lumber Company to handle all kinds of hardwood and shop lumber. He is located at the Lumber Exchange.

Shreveport, La., acquired another hardwood manufacturing house when the Mansfield Hardwood Lumber Company removed its headquarters to 404 Hutchinson building. This concern operates big band mills and hardwood dimension mills at Mansfield and Winfield, La. While specializing in quartered white oak and thin ash and oak specialties, the company also manufactures a large line of buggy shafts, rims, poles and hickory dimension.

Fire of unknown origin recently destroyed the plant of the Louisville Planing Mill & Hardwood Flooring Company, Louisville, Ky., entailing a loss estimated at $120,000. Plans have been completed for the reconstruction of the plant. A building of brick and frame will be erected, which will be 100x150 feet and two stories in height. The company will rebuild its boiler house and will continue to produce electric current for the individual motors which will operate its wood-working machines. It is expected that the company will be ready for business in about ninety days.

Hardwood News Notes

CHICAGO

Charles Knott of Charles Knott & Co., New Madrid, Mo., was a Chicago visitor this week. Mr. Knott operates a hardwood sawmill at New Madrid, and markets his output largely to the jobbing trade.

HARDWOOD RECORD was honored with a call on Jan. 15 from O. C. Lemke of the Underwood Veneer Company, producer of veneers and veneered panels, Wausau, Wis.

G. von Platen, Grand Rapids, Mich., who operates sawmill plants both at Boyne City, Mich., and at Iron Mountain, Mich., was a Chicago visitor last week. Mr. von Platen is seriously contemplating moving to Chicago for the purpose of making his business headquarters here.

HARDWOOD RECORD is indebted to the Simonds Manufacturing Company for a new piece of pamphlet literature entitled "Simonds' Guide for Millmen," which is the January issue of its neat little house organ, telling all about the various plants and processes of the Simonds Manufacturing Company at Fitchburg, Mass., and Chicago, Ill.

Acknowledgment is made of a communication from Hugo Forchheimer, Frankfort-on-Main, Germany of Jan. 1, announcing that after that date Mrs. Hugo Forchheimer will be a limited partner in the house and that Hans Forchheimer has joined as an active partner.

O. E. Yeager, the well-known Buffalo lumberman, is being congratulated on his election as president of the Buffalo Chamber of Commerce, one of the foremost commercial organizations in the United States. Under the leadership of Mr. Yeager there is no doubt that the work of this important body will be carried forward to greater success than has ever transpired in the past, and 1912 will certainly be a memorable year in the history of this organization.

HARDWOOD RECORD acknowledges receipt of an illustrated pamphlet involving a very complete stock list of that foremost San Francisco hardwood house, White Brothers. The list includes a comprehensive stock of practically all leading varieties of foreign and domestic hardwoods, veneers and panels. White Brothers announce that the stock listed is the largest on the Pacific coast, and as to variety of woods, few yards in the country carry such a comprehensive stock.

During the forthcoming annual meeting of the Hardwood Manufacturers' Association at Cincinnati, HARDWOOD RECORD will have an office in Room 909, on the convention floor, of the Sinton hotel. This room will be shared during the meeting by E. H. Klann, secretary of the Lumber Sales Managers' Association, where both Mr. Klann, the editor and the attaches of HARDWOOD RECORD present at the meeting will be glad to receive the calls of their friends.

M. W. Perry, secretary and general manager of the Ahnapee Veneer & Seating Company at Algoma, Wis., spent a few days in this city last week on business.

C. H. Donaldson and A. Wilson of the Mason-Donaldson Lumber Company of Rhinelander, Wis., spent last week calling on the Chicago trade.

J. A. Ganahl of the Fidel Ganahl Lumber Company of St. Louis, was in town for a few days last week on business.

J. C. Cremer, formerly of the Chicago Lumber & Coal Company of St. Louis but now head of the Cremer Lumber Company, of that city, was in Chicago last week in the interests of his business.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, whose headquarters are at Tacoma, Wash., spent several days in Chicago this week.

A. E. Gorham, president of the Gorham Brothers Company, well-known veneer and panel manufacturer of Mt. Pleasant, Mich., was a Chicago visitor last week.

J. C. Turner, the cypress manufacturer, whose offices are in the Townsend building, New York, and who carries a big stock of cypress at Irvington, N. Y., was a Chicago visitor on Jan. 23, and paid a visit to HARDWOOD RECORD'S sanctum. Mr. Turner was en route to the South, to visit his various sawmill plants, and incidentally other cypress producers in the Gulf country.

E. J. Gillouly, sales manager of the Foster-Latimer Lumber Company of Mellen, Wis., spent several days in Chicago last week.

E. R. Moore, an associate of A. S. Pierce of Rhinelander, Wis., was in town on Jan. 16.

J. T. Edwards of the Medford Veneer Company, Medford, Wis., was in the city during the past week and reports that conditions in his country are pretty quiet on account of the inclement weather.

Harry Wilbur of the Brittingham & Young Company, Madison, Wis., was in town several days ago on business.

Bud Levings of the Morehead Manufacturing Company, Morehead, Miss., was in Chicago this week and expects to go from here to Cincinnati to attend the meeting of the Hardwood Manufacturers' Association of the United States next week.

L. P. Groffmann, secretary of the St. Louis Basket & Box Company, spent a few days in Chicago recently in connection with the business of his firm.

Mr. Kendall of the Nichols & Kendall Furniture Company of Huntington, W. Va., visited a number of local lumbermen during the past week.

F. M. Baker of the Hardwood Mills Lumber Company of Chicago spent this week on a business trip to Arkansas and Memphis.

J. F. McSweyn, head of the Memphis Saw Mill Company, Memphis, Tenn., was in Chicago the first of this week on one of his regular

visits to the trade. Mr. McSweyn reports a good volume of business, and very satisfactory trade conditions in sight.

Henry Ballou, manager of Cobbs & Mitchell Inc., Cadillac, Mich., accompanied by his wife, spent a day in Chicago last week en route for an extended trip to the Pacific coast. Mr. Ballou has been in bad health for some weeks, and his principals insisted that he take a two months' leave of absence in a warmer climate to thoroughly recuperate from his arduous work of the past years.

W. W. Dings, secretary and sales manager of the Garetson-Greason Lumber Company, St. Louis, Mo., spent some days among the Chicago trade last week, and reports having the best business in this market that he has had for several years.

NEW YORK

The only development of the fortnight of special moment in the great legal battles now waging in the courts here between the American Anti-Boycott Association and the Carpenters' union, as previously reviewed in this correspondence, was the decision of the New York State Supreme Court, which denied the application of the Brotherhood of Carpenters and Joiners an injunction to restrain the American Anti-Boycott Association from furnishing legal advice and other services to its members.

The Ideal Wood Manufacturing Company, 315 Fourth avenue, Manhattan, and factory at 317 East Ninety-fourth street, has filed a petition in bankruptcy with liabilities of $9,901 and assets of $4,000.

Fire on the night of Jan. 12 did $25,000 damage to the big lumber yards of Hardy, Voorhies & Co., Grand street and Newtown Creek, Brooklyn, N. Y.

H. P. Lambert has been admitted to partnership in the well-known wholesale firm of Simmons Brothers, 68 Broad street, by C. W. Simmons, the surviving partner of the house. Mr. Lambert has been identified with the house for many years.

Hamilton H. Salmon & Co., 88 Wall street, announce that they have just opened a large wholesale distributing hardwood yard in the lake front section of Buffalo, where they will carry 1,000,000 feet of all classes of stock for quick shipment to the eastern trade.

Walter Sharp of Churchill & Sims, prominent lumber merchants of Liverpool and London, England, recently arrived in this city for the purpose of making a tour of the American lumber manufacturing centers.

H. D. Bowen, for many years prominent in the wholesale flooring trade, has engaged on his own account under the style of H. D. Bowen & Co., with offices at 1 Madison avenue, this city.

BUFFALO

Henry Feist, carpenter builder, son and successor of the late John Feist, has been elected president of the Builders' Exchange.

Fire caused a damage of several thousand dollars to the Peterson Handle Factory and the Warren Chair Works at Warren, Pa., on Jan. 18. The lumber stock is said to have been destroyed, while the dry-kiln was also seriously damaged. The loss is covered by insurance.

F. M. Sullivan has been making an Eastern business trip, spending several days in New York. The local trade of T. Sullivan & Co. has been keeping up to a good standard this month.

A. J. Elias appeared before the Railroad Terminal Commission on Jan. 16, making suggestions at the hearing given on terminal problems. He said the whole subject should be taken up as a unit. He has been a shipper here for thirty-one years.

M. M. Wall of the Buffalo Hardwood Lumber Company makes the prediction that the first half of 1912 should show some very satisfactory results in the hardwood line, with the last half perhaps not so good.

Hugh McLean leaves the last of this month for Memphis, where he will spend some days on business in connection with the company's mill.

President A. W. Kreinheder of the Hardwood Exchange, presided over the first meeting of the year on Jan. 13. A number of matters were considered, including the subject of through rates on lumber.

I. N. Stewart's term as director of the Chamber of Commerce expired this month, but he retains his interest in its proceedings and will no doubt take an active part in its affairs under President Yeager.

The yard of O. E. Yeager has lately completed its inventory for the year, finding a very complete assortment of poplar among other stocks.

President James A. White, whose Buffalo Maple Flooring Company's plant is moving to Boyne City, Mich., expects to remain a Buffalo lumberman and will soon open an office uptown to look after the flooring trade.

Anthony Miller continues optimistic concerning the year 1912, and expects to move a good quantity of hardwoods, in which he has about as well assorted stocks as any of the yards. Basswood and elm are in good supply.

PHILADELPHIA

A new incorporation, which went into effect on Jan. 2, is the Woodcliff Lumber Company, owned and officered by the four members of the firm of J. Gibson McIlvain & Co. J. Gibson McIlvain is president; Walter B. McIlvain, vice-president; Hugh McIlvain, treasurer; J. Gibson McIlvain, Jr., secretary; and C. T. Dews, manager. The secretary states that the company has about 1,000 acres of timber at Monterey, Putnam county, Tenn., which will yield nearly 10,000,000 feet, mostly hardwood, in which is a very large proportion of excellent quartered oak and poplar, and some of the finest chestnut ever placed on the market. A band mill is being erected and the plant will commence operations in about sixty days.

Howard B. France, secretary and treasurer of the Monarch Lumber Company, continues lenient as to trade conditions. W. T. Latham, vice-president of the company, who has charge of the manufacturing end of the business, which is conducted as the Haddock-France Lumber Company at Mount Sterling, N. C., reports the demand for lumber in excess of the supply. Mr. France speaks confidently of a virile trading for the new year.

The Henry C. Patterson Company, Glenwood avenue and Dauphin street, has passed into new hands, the charter and property having been purchased by the Whiting Lumber Company. The business will be carried on hereafter as the Henry C. Patterson Company. Frank R. Whiting, president, Chapin L. Barr, vice-president, Albert W. Wasey, secretary and treasurer, and W. S. Whiting will compose the board of directors. The yard will be provided with a shedding for the protection of about 1,000,000 feet of hardwood flooring and will be conducted as a storage and retail yard.

Fisher Dalrymple, secretary and treasurer of the S. B. Vrooman Company, Ltd., reports a diminished activity at the present time, but regards the outlook favorable for expanded trading.

R. W. Wistar of Wistar, Underhill & Nixon says his firm has acquired the property in which their yard is located in Nashville, Tenn., securing to them a storage capacity for about 10,000,000 feet of lumber.

The old and well-known firm of Eli B. Hallowell & Co., carried on for years by Eli B. Hallowell and Ralph Souder, assumed on Jan. 15 the new firm style of Hallowell & Souder. The new name involves no change in personnel, being intended only to give greater publicity to R. Souder. The firm testifies to a fairly responsive business.

The J. S. Kent Company has appointed R. E. Boyd to take charge of its interests in New York state. Mr. Boyd is a well-known figure in the New York field.

On Jan. 6 the firm of Howes, Lawton & Russell became Howes & Russell, William N. Lawton having retired. Mr. Howes reports a reduced trading during the last fortnight.

The Philadelphia Veneer & Lumber Company, controlled for many years by Jerome H. Sheip and Asa W. Vandegrift, will soon be no more. Its affairs are awaiting settlement by litigation.

The Rupp Chair Factory was visited by fire on Jan. 15, causing a damage estimated at $3,000.

The Penn Swing & Ladder Company, Lancaster, Pa., was chartered under Delaware laws Jan. 12, with a capital stock of $50,000.

The Pennsylvania Railroad has announced that it is planning to spend about $40,000,000 in the next few years upon local improvements in terminal and interurban stations, trackage, improved coaches for commutation and various other lines.

PITTSBURGH

The J. M. Hastings Lumber Company reports that it has been able to get better prices on several grades of lumber than it did three months ago and Mr. Hastings believes that the situation will improve gradually right along.

F. W. Havenar, formerly of the W. P. Craig Lumber Company's force, will hereafter handle the delivery trade for the Duquesne Lumber Company. F. W. Havenar, Jr., will also work western Pennsylvania for this company.

The West Virginia Lumber Company has been strengthening its hardwood connections and is going into the new year with the best equipment it has ever had. It has added to its force W. A. Schmidt, who for twelve years had been office manager of the Flint, Irving & Stoner Lumber Company. It has also put on as salesman R. A. Stimely, formerly with the Traxler Lumber Company of New York, who will travel Ohio, and George Whitehead, formerly with the Crossett Lumber Company of Arkansas and Louisiana, who will travel western Pennsylvania, and George Fawcett, formerly with the W. P. Craig Lumber Company, who will work the city trade.

E. H. Shreiner of the E. H. Shreiner Lumber Company was down in North Carolina and West Virginia last week buying stocks. He is well satisfied with the outlook for the coming year's business.

H. M. Jackson of the Aberdeen Lumber Company made a very successful trip through West Virginia and Kentucky last week and bought considerable stocks of hardwood. He reports prices on the rise and stocks at the mills very low.

H. E. Ast, hardwood manager of the American Lumber & Manufacturing Company, had a cold time down in West Virginia recently buying stocks. He found conditions at the mills badly shaken up and a complete line of hardwood in any line very hard to get.

The Freehold Lumber Company is now well established at 610-611 Keystone building. Robert Garrison is president; C. S. McCleary, secretary and treasurer.

BOSTON

The White River Valley Lumber Company, Boston and Stockbridge, Vt., has been incorporated with a capital stock of $50,000 by J. E. Safford, M. Belland and Geo. M. Faulkner.

The George A. Paul Lumber Company, Inc., Boston, has been incorporated with a capital stock of $25,000 for the purpose of manufac-

[illegible] selling and dealers in lumber. The president is George A. Post and treasurer George A. Fisher.

Keech Fukagawa of Tokio, Japan, and H. Nakamura of Formosa have been recent visitors at the plant of the Samuels Manufacturing Company, Fitchburg, Mass. H. Nakamura, upon his return to Formosa, will establish a large sawmill. The visitors were accompanied by T. Isshiki, manager of the New York branch of Mitsue & Co., large importers and exporters.

The plant of the W. A. Choate Manufacturing Company, Brattleboro, Vt., was recently sold at auction to W. A. Brown. School desks have been manufactured and this will be continued with a larger capital than was formerly in the business.

A large factory is to be erected in Hartford, Conn., for the L. J. Dellenbaugh Wood Working Company.

BALTIMORE

Walter J. Sharp of the widely known firm of Churchill & Sim, London and Liverpool, was in Baltimore, Jan. 15. Mr. Sharp, who is the son of the managing director of the firm, and has charge of the Liverpool branch, is on an extended trip in this country, which will take him as far as New Orleans. He will get in touch with the connections of his firm and expects to return to Baltimore on his way home some time in February. He stated that the outlook in Great Britain was much improved, and that an excellent business was expected. Touching on the subject of shipping on consignment, Mr. Sharp expressed the opinion that the remedy was with the shippers, though the practice of making remittances nearly to the full amount of the bill of lading was being discouraged more and more by the brokers.

W. E. McKee, head of the sales department of James Webster & Bro., of Liverpool, England, was another recent visitor. He was on his way home from a trip through hardwood producing sections in the United States.

Stephen S. Mann of Mann & Parker, has returned from a buying trip to North Carolina and other sections, and took up considerable stock, to be delivered within the next few months. He states that he found the millmen disposed to mark up their quotations and that the assortments of lumber did not exceed very modest proportions. His partner, Frank Parker, made a short selling trip to northern Pennsylvania and took a few orders, but it was still too early in the year to start a spirited movement.

J. V. Buckler of the R. K. Hartwell Company, has gone to West Virginia, where he will put in much of his time looking after hardwood stocks, in which his company expects to do an increasing business.

Charles P. Coady and Robert E. Donaldson have been appointed receivers of the chair manufacturing plant of George Chipman & Son, [illegible] which [illegible] George H. and Henry C. Chipman, sons of the founder of the firm, have been doing business. The factory was offered at auction on Jan. 19.

[illegible] Raine, [illegible] member of the hardwood sawmill firm of John Raine & Co., Rainelle, W. Va., was in Baltimore recently. He confirmed reports about everything being snowed or frozen up in the hardwood districts, and also stated that stocks at producing points were [illegible].

CLEVELAND

The extreme cold weather of the past few weeks has been prohibitive of much buying, but inquiries have been very numerous and the trade in general reports that more figuring has been done the first twenty days of this month than for the corresponding period of the last three or four years. Collections are somewhat easier, and just as soon as the weather permits a good volume of trade is looked for.

There is a fair demand for most grades of hardwoods and prices continue firm. A particularly good demand is noted for the lower grades, especially No. 3 and No. 4 poplar. Inquiries and orders for ash are fair. This stock, together with maple, are good sellers in connection with the automobile industry, which looks for a good year, and from all indications a good deal of hardwood will be consumed by the auto manufacturers.

W. H. Nigh of the Nigh Lumber Company, Ironton, O., was in town recently, stopping off here on his way to Cincinnati from Detroit. He advises that stocks are moving freely at good prices.

J. L. Sands of the F. T. Peitch Lumber Company is visiting the mills of Virginia and West Virginia.

E. G. Fisher of the Fisher & Wilson Company left Cleveland on Jan. 14 on his annual pilgrimage to foreign climes. This time his destination is Honolulu, with stop-offs en route at the Grand Canyon, Colo., and Los Angeles and San Francisco, Cal.

COLUMBUS

The W. M. Ritter Lumber Company of Columbus, O., has made a number of changes in the sales force of the western territory. G. H. Ostrander, who was formerly connected with the Jeffrey Manufacturing Company of Columbus, will cover the Illinois, Iowa and Chicago territory. C. H. Weedon, who has been with the Ritter company for seven years, covering Virginia and West Virginia, will make Detroit his headquarters in the future. J. C. Wolf takes the place of Mr. Weedon in the Vinginias. John Creighton, a brother of the Ritter company's European manager, will cover Canada, with headquarters in Toronto.

The hardwood lumbermen of Columbus are arranging to attend the annual convention of the Hardwood Manufacturers' Association of the United States, which will hold its annual meeting in Cincinnati next week. Governor Harmon has been requested to address the meeting.

The Foote & Davis Company of Cleveland, O., has been incorporated with a capital of $10,000 to engage in the manufacturing of weather strips and screens. The incorporators are D. C. Foote, S. T. Davis, William Boehm, Jr., Alan S. Hopkinson and David Klein.

The Federal Lumber Company, of Cleveland, O., has been incorporated to deal in lumber and timber products. The incorporators are S. W. Cabell, K. T. McGraw, A. C. Bliss, Reed Campbell and A. E. Lambert.

Fire starting from a gas stove in the office recently caused a loss of $6,000 to the yards and building of the Cellar Lumber Company of Westerville, O. The loss was only partially covered by insurance.

The Economy Bottle Case Company of Cincinnati, O., has been incorporated with a capital of $42,500 to deal in lumber, timbers and packing boxes of all kinds. The incorporators are Julius D. Ratterman, H. C. Ridgeway, Oscar W. Kuhn, Morgan Van Matre and Mary A. Mann.

The Knox Lumber & Coal Company of Mt. Vernon, O., had its annual meeting recently and elected the following officers: I. Forbing, president; L. W. Drake, vice president; Guy Forbing, secretary-treasurer.

The Louisville Lumber Company of Louisville, O., has been incorporated with a capital stock of $500 by H. S. Chelley and others.

The Ironton Lumber Company of Ironton, O., has elected the following officers for the ensuing year: F. J. McCauley, president and general manager; A. C. Lowery, vice-president; I. N. Henry, secretary and treasurer. D. S. Morgan of Columbus, connected with the Imperial Lumber Company, is one of the directors.

The Ward Lumber Company of Ironton, O., has elected the following officers for the year: G. W. Ward, president and general manager; F. C. Thomlinson, vice-president; E. F. Myers, secretary and treasurer.

M. A. Hayward of the firm of M. A. Hayward & Son says trade shows a great improvement since the first of the year. He believes that the market will become more active as spring advances. Dry stocks are short and manufacturers are not disposed to cut prices to move them. Hardwood flooring is one of the strongest points in the market. Mr. Hayward believes that prices on flooring will advance.

R. W. Horton, sales manager for the central division of the W. M. Ritter Lumber Company, reports a nice increase in trade during the past fortnight. He says prices are firm and slight advancements have been made in some grades. The movement of the lower grades is good, although the better demand is still for the upper grades. Prices are on a high level and the tendency is to advance rather than decrease quotations.

CINCINNATI

The new landing at C. Crane & Co.'s mills at Brent, Ky., on the Chesapeake & Ohio railroad, where the logs brought from West Virginia by rail are dumped into the Ohio river, is now complete and the Crane mills are assured of a steady run of logs the year round. Clinton Crane says that last year was the best in the history of their mills and business is very good now, while the outlook could not be better.

C. "Mack" Clark, manager of the Swann-Day Lumber Company of Clay City, Ky., has just returned from a visit to the plant and says that business is very good. Business at the Cincinnati office of the company is also booming.

George Morgan, manager of the Cincinnati department of Nicola, Stone & Myers, reports business as very good. James Van Orsdel, for many years with Leland G. Banning, has been added to their selling force, which includes W. G. Stoutemeyer and Wallace Wolff. Manager Morgan is enthusiastic over the outlook, and thinks that the hardwood business will reach a boom stage, as the furniture trade is showing strong evidences of good buying. Improvements, including additional switching facilities, are under way in the local plant.

Everything is ready for the big convention of the Hardwood Manufacturers' Association of the United States, with positive indications of an attendance greater than ever before. The program contains many interesting features. The Lumbermen's Club of Cincinnati will keep "open house" in rooms on the convention floor of the Sinton hotel, with a large entertainment committee in charge.

The Cincinnati Commercial Association has announced committees representing every class of business, to carry out its purpose of organization to boom the Queen City of the West. President George Dieterle named the following committee on lumber and kindred lines: T. B. Stone, chairman; A. M. Lewin, George W. Doran, E. E. Beck and Harry A. Freiberg.

L. W. Radina and P. S. Phillips, receivers of the Mill Creek Wagon Company, made a favorable report to the Court of Common Pleas recently, showing that the volume of business transacted since they took charge was $477,379.71. Business on hand was reported as good and profitable and it is expected that by the end of the year the plant can be sold as a going concern at a figure that will be most satisfactory to the creditors.

The convention of the National Association of Mantel & Tile Manufacturers will be held at the Sinton hotel in this city on Feb. 13, 14 and 15.

Articles of incorporation of the Dillon Lumber Company were filed in Covington, Ky., last week. The capital is $20,000, divided into two

hundred shares. The incorporators are C. F. Droege, E. A. Sanders and E. J. Droege.

Leland G. Banning, one of the leading hardwood lumbermen of this section, was united in matrimony last week to Katherine S. Hamilton. Mr. Banning is too well-known in the lumber world to need introduction, and he is being most cordially congratulated.

S. A. Conn, former manager of The Tensas River Lumber Company, is home recuperating from his illness. He has severed his connection with the company, and for the present will remain in this city. Fred Conn of the Bayou Land & Lumber Company is here for a short stay, but will return to Natchez in a few days.

INDIANAPOLIS

W. W. Knight of the Long Knight Lumber Company has returned from Evansville.

S. P. Matthews, resident manager of the South Arkansas Lumber Company, Ltd., with headquarters at St. Louis, Mo., is in the South for a few weeks.

R. F. Colglazier, E. E. Loudon, H. C. Loudon and H. H. Phillips have organized the Salem Hardwood Company at Salem to conduct a manufacturing hardwood business. The company has been incorporated with an authorized capitalization of $6,000.

After a shut down of two weeks for invoice and repairs, the Udell Works of this city resumed operations on Jan. 15. The company manufactures ladders and furniture.

J. V. Stimson, well-known hardwood manufacturer of Huntingburg, has been elected vice-president, and a member of the executive board of the Mais Motor Truck Company of this city.

A hardwood business will be conducted by the newly organized McMullen-Powell Lumber Company of South Bend, which has been incorporated with an authorized capitalization of $5,000. Those interested in the company are C. G. Powell, F. B. McMullen and F. J. Roys.

The factory of the Peru Basket Company at Peru was burned recently, the loss being about $25,000, on which there was $10,000 insurance. It is probable that the plant will be rebuilt.

EVANSVILLE

B. R. Bertrand is on a month's trip in the interest of his firm, Riemeier Bros. & Cummings.

Among former Indiana lumbermen who attended the thirteenth annual convention of the Indiana Hardwood Lumbermen's Association were John M. Prichard of the J. M. Prichard Lumber Company, Memphis, and G. O. Worland, manager of the Jackson Lumber Company, Jackson, Tenn. The local club has been complimented on the entertainment it provided for the visitors at this convention. Owing to the inclement weather, it was impossible to take the visitors about the city.

Joseph Bertrand of the Henry Maley Lumber Company, Inc., Yazoo City, Miss., was in Evansville Jan. 18. Mr. Bertrand says that on account of the excessive rainfall in his section it has been almost impossible to log. Therefore prospects are good for a shortage in logs.

A big delegation from the local lumbermen's club is preparing to go to Cincinnati on Jan. 30 and 31 to attend the convention of the Hardwood Manufacturers' Association of the United States.

MEMPHIS

There has been very little change for the better in weather conditions in this section. Sleet and snow have prevailed over this section during the greater portion of the period since the first of the new year, and practically no progress has been made in getting out timber. Some of the oldest members of the hardwood trade do not recall any worse weather than has been experienced recently, and they also point to the fact that there have been few times during their connection with the hardwood industry when it was so difficult to get out timber or run the mills.

In view of these conditions it may be noted that the supply of timber has been materially reduced, and that the outlook is for a decided shortage in the late winter and early spring cut unless there is a very marked change for the better in weather conditions immediately. The amount of lumber actually sawn during the past fortnight in this territory has been very small and, as sales have been pretty free during the past few weeks, the available supply has been measurably cut down.

The feeling among members of the trade is that there is going to be a very good business during the next six months, and the best opinion is that, as a result of a probable expansion in the demand and a known shortage in supply, prices should do better. There has been increasing firmness in progress for some time and after a period of comparative low prices for more than three years, lumbermen are looking forward to values somewhat in keeping with those which prevailed before the depression in the hardwood industry made itself felt.

A. Maas of Memphis, and the New England capitalists who purchased 30,000 acres of timber land in Phillips and De Sha counties, Arkansas, have formed two companies to look after their interests. The first is the Delta Land Company, which is chartered under the laws of Maine and the second is the Arkansas Logging Company, chartered under the laws of Arkansas. Mr. Maas will have charge of the interests of the firm, with headquarters at Memphis. He will be assisted in the management of the affairs of the Arkansas Logging Company by T. W. Sofge. The purchase price of this timber land was practically $400,000 and it is the intention of the new owners to put the land in cultivation as soon as the timber has been moved therefrom. A tram road is to be built as soon as the weather will permit. The timber will be sold to mills in Mississippi, Louisiana, Arkansas, Tennessee and Missouri.

Lumbermen of Memphis are jubilant over the decision handed down in the Federal Court here in the case of the Darnell-Taenzer Lumber Company et al. vs. the Southern Pacific railroad, the Santa Fe and other transcontinental lines, to the effect that the complainants are entitled to recover the alleged excess of 10 cents per hundred pounds on hardwood freight rates from Memphis and Mississippi river points to Pacific Coast terminals for the years 1907 and 1908. The decision is regarded as a sweeping victory for the lumbermen as well as a decided endorsement by the Federal Court of the ruling of the Interstate Commerce Commission. The railroads will carry the case to the Supreme Court of the United States. Their contention is that the increased rate was paid by the purchasers of the lumber, and not by the shippers, with the result that the latter are not entitled to recover 10 cents per hundred pounds. Although the suit was brought in the name of the Darnell-Taenzer Lumber Company, there are a number of other firms here as well as in Wisconsin who were joint complainants.

Another suit of some importance to the hardwood lumber industry of Memphis is styled May Brothers et al. vs. the Yazoo & Mississippi Valley Railroad Company and the Illinois Central Railroad Company. This is based on an alleged excessive log rate over the line of the Illinois Central system into Memphis, which has for its purpose, it is claimed, the control of the out-bound movement of lumber from this city by that road. The suit has been filed before the Interstate Commerce Commission at Washington by W. A. Percy, of this city, who has been the principal counsel for the lumber shippers of Memphis in their contests before that body. It is set forth that, as a result of this excessive log rate, the Illinois Central system has from $75,000 to $100,000 of the funds of the lumbermen of Memphis in its hands which is not returnable to them until the logs have been cut into lumber and the latter has been shipped over the line of the Illinois Central. There has been much dissatisfaction over this situation for a long while, but it has been brought to a definite head recently by the strike on the Illinois Central system, which has made it extremely difficult to move lumber shipments promptly. Lumbermen have therefore been placed in the embarrassing position of either having their shipments of lumber tied up for a long while or sending them over other lines and losing the refund of the excess rate charged on log shipments. There are about thirty individual lumbermen and lumber firms who have joined in the petition filed before the Interstate Commerce Commission.

Building operations in Memphis during 1911 involved a total of $5,859,146. This is one of the best showings ever made in the building line here during a twelve-month period.

James S. Warren, industrial commissioner of the Business Men's Club and by virtue of that position the principal agent of the Bureau of Publicity & Development, has tendered his resignation to become effective not later than May 1. His successor has not yet been chosen and probably will not be for several months.

Charles Neimeyer, president of the Chas. Neimeyer Hardwood Lumber Company, Little Rock, has purchased the mill of Keapple & McIntosh, at Okolona, Ark., together with a large tract of timber near the latter. It is proposed to materially increase the capacity of the plant, bringing it up to 40,000 or 50,000 feet per day. A tram road will be built to facilitate the development of the timber. Work on the latter will begin at once. The mill has already been closed down in order that the necessary repairs may be made.

The standing timber on the land of W. W. Jordan, Sr., near Dickson, Tenn., has been sold to the Interstate Cooperage Company for a consideration of $10,500. The sale was made by virtue of a decree rendered for the purpose of settling up the estate of the original owner. Five years' time is given for the removal, with all necessary rights of way and with the right to locate mills on the property. The land is all in one body and lies close to the main line of the Nashville, Chattanooga & St. Louis Railway Company, thus making it easy of development.

The Forest Products Chemical Company has secured $35,000 of its capital stock of $50,000 and is now placing the remaining $15,000 on the market. It has elected B. L. Mallory as president, and J. C. Lawrence as general manager. It is planned to begin at once the erection of a factory here for the manufacture of acetate of lime, wood alcohol, creosote and other similar products from the refuse of sawmills in this city and section.

KNOXVILLE

E. M. Vestal of the Vestal Lumber & Manufacturing Company has just returned from an Eastern trip and is well satisfied with his stock of orders.

Mr. Jackson of the Blue Grass Lumber Company of Buffalo, N. Y., was a visitor in this city for the past week looking after stock for his future requirements.

C. E. Brooks, the well-known lumberman of this city, has accepted a position with the Douglass & Walkley Company, Elk Valley, Tenn.

Joe Murphy of the Little River Lumber Company, Townsend, Tenn., was a visitor in town last week and reports business good with his concern.

J. F. Nickerson of the Nickerson Manufacturing Company has just received a large order for porch columns for export, and is running his plant overtime to fill same.

J. P. Grandin, the Baltimore Lumber Company has just returned from a trip to Baltimore, Md., and is well pleased with the trip.

Lumbermen in this vicinity are arranging to have their business in such shape as to enable them to attend the meeting of the Hardwood Manufacturers' Association of the United States to be held in Cincinnati January 30 and 31.

J. C. Kendall of Kendall & Keyser was in Atlanta last week on a business trip for his concern.

E. S. Stevens of Wm. F. Galle & Co., Cincinnati, O., has just closed a large contract for poplar and is looking forward to brisk business for the next two months.

NASHVILLE

Nashville bank clearings for 1911 showed an increase of thirty-one per cent over the previous year. The total for the past year was $231,872,568.82. Local securities made a good record, too, and the prospects for business this year are bright.

The Davidson, Hicks & Greene Company of this city has purchased three acres of land in East Nashville, which will be used as a retail lumber yard. Side tracks will be constructed through the property connecting with existing railroad facilities. Other improvements will also be made.

The Woodcliff Lumber Company has been formed here with $50,000 capital. J. Gibson, Hugh and W. B. McIlvain of Philadelphia and C. T. Dews of Nashville are the incorporators. They recently purchased 1,000 acres of fine timber near Monterey and will operate several mills developing the property. Mr. Dews will be in charge. The tract contains chiefly oak, chestnut and poplar.

One of the features of the local lumber business has been the arrival during the past ten days of several rafts of logs from the upper Cumberland river section. It is estimated that the present tide in the river will bring about three million feet of hardwoods to this market from the section indicated. The operations of the log men have been extensive and local stocks will be considerably replenished by the raft shipments.

The Nashville trade will be well represented at the coming meeting of the Hardwood Manufacturers' Association of the United States to be held in Cincinnati Jan. 30-31. Local members are much interest in this meeting and all who can will attend

BRISTOL

The band mill of the Tennessee Lumber & Manufacturing Company at Sutherland, Tenn., is in operation again. The company will finish cutting its timber near Sutherland this spring, but it is reported that another large tract may be acquired by it.

F. K. Paxton of the Paxton Lumber Company is in the East this week looking after interests of his company in that territory. The company's new planing mill in Bristol is now running regularly.

New dry-kilns are now being built by the Bristol Door & Lumber Company in this city, which is the largest hardwood mill-work manufacturer in Virginia, and by the Sells Lumber & Manufacturing Company of Johnson City, Tenn. The Bristol Door & Lumber Company's plant was closed down a few days for repairs but is now running again and the company has plenty of orders on its books for shipment this spring and spring.

H. A. Mooney, jr., of the Paxton Company was among Philadelphia buyers on the local yards this week, and left some nice orders.

The roughest weather in fifteen years has prevailed in this section for the past fortnight, and it has seriously handicapped the lumber industry. Some of the mills were forced to shut down on account of the rough weather, as logs were frozen up and lumber had ice on it so that it could not be worked through the machines.

Just as soon as there is a break in the cold weather work will be begun upon the new band mill of the Black Mountain Timber Company of Cumberland, Md., to be erected south of Bristol. The company has a large tract of timber in the Holston mountains, near Bristol. A narrow gauge railroad will be built at once, six miles in length.

J. M. Lacy, superintendent of the Whiting Manufacturing Company's band mills in western North Carolina, was a visitor here this week. He reports that the company's mills are running and that it plans extensive manufacturing this year. It owns an area of nearly 125,000 acres of virgin forest.

T. G. Caldwell of the Ferd Brenner Lumber Company of Cincinnati is buying hardwood lumber in Bristol this week.

LOUISVILLE

Louisville hardwood men were represented in force at the Evansville convention of the Indiana Hardwood Manufacturers' Association. This is a meeting which they make a point of not missing, as it invariably proves to be one of the most enjoyable of the year.

It is expected that officers of the National Wholesale Lumber Dealers' Association will be in Louisville in the near future for the purpose of conferring with the members of the Louisville Hardwood Club about the annual convention of the association, which will be held here on March 6 and 7. Preliminary arrangements as to convention rooms, hotel accommodations, etc., will be made, and plans for securing a large attendance will also be gone into. Local lumbermen believe that hundreds of southern and western members of the trade, who are not now affiliated with the wholesalers' organization, will be in attendance.

T. M. Brown of the W. P. Brown & Sons Lumber Company, has returned from Chicago, where he attended a meeting of the board of directors of the National Hardwood Lumber Association.

D. E. Kline of the Louisville Veneer Mills, held a meeting of the transportation committee of the Louisville Commercial Club of which he is chairman, for the purpose of considering the new railroad regulation bill, which has been introduced in the state legislature. The bill increases the powers of the State Railroad Commission, especially as to making charges and fixing penalties for failure to furnish cars in reasonable amount and at reasonable intervals. Mr. Kline has not announced what action his committee will take on the matter.

W. T. Schnaufer of the Crescent Lumber Company, Marietta, O., was in Louisville recently and dined with the Louisville Hardwood Club. He said that conditions in his section are favorable; stocks on yards and in the hands of consumers are light, and buyers have been calling for low grades briskly enough to clean up the supplies of this stock. With normal conditions in business in effect, he said that he believes the lumber trade should have one of its best years during 1912.

C. L. Ritter of the C. L. Ritter Lumber Company, Huntington, W. Va., recently called on members of the local trade.

Charles E. Lee, New York representative of the W. P. Brown & Sons Lumber Company, was at the Louisville offices of the concern last week. He stated that conditions in the East are improving somewhat, and better sales are expected during the next few months.

It is reported that the Louisville Planing Mill & Hardwood Flooring Company, which is now rebuilding its plant, which was recently burned, will not continue to manufacture flooring. The company has not made known its exact plans in this regard.

The Mason Lumber Company of Maysville, Ky., has purchased the plant of the Maysville Foundry & Engineering Company, which has not been in operation for a long time, and will convert it into a flooring and dimension stock mill.

Although an early report on the decision of the Interstate Commerce Commission regarding the cases presented by Louisville hardwood men indicated that the decision had been unfavorable, the publication of the decision indicates a big victory for Louisville lumbermen. The chief request made was for a readjustment of rates so that Cairo would not enjoy lower rates, on a mileage basis, than Louisville, with reference to shipments from the South. The commission orders the Louisville & Nashville to revise its rates so as to bring about this equality. The Illinois Central is held not to have shown discrimination, but the Louisville & Nashville is compelled to revise its rates and bring them in line so as to relieve Louisville shippers. The matter of reparation was also gone into, and the commission holds that it must have further proof as to whether reparation is justified. Louisville lumbermen are preparing to present additional evidence to the commission on this score.

ST. LOUIS

The old board of directors of the Lumbermen's Exchange of St. Louis, held a meeting in the rooms of the exchange on Jan. 8 and finished up the business of last year. When that was completed, the new board met. President Thos. E. Powe outlined the plans he had in view for the present year, as well as for a reinspection committee of three. He then appointed the standing committees for the year as follows:

PUBLIC AFFAIRS—Julius Seidel, chairman, Julius Seidel Lumber Company; E. H. Luehrmann, C. F. Luehrmann Hardwood Lumber Company; William Lothman, Jr., Wm. Lothman Cypress Company; Henry Hafner, Hafner Manufacturing Company; W. W. Dings, Garetson-Greason Lumber Company.

TRAFFIC—Charles E. Thomas, chairman, Thomas & Proetz Lumber Company; Roland F. Krebs, Krebs-Scheve Lumber Company; Henry A. Boeckeler, Boeckeler Lumber Company.

MEMBERSHIP—Alf. W. Johanning, chairman, Johanning Lumber Company; H. G. Rolfes, St. Louis Lumber Company; A. J. Lang.

George McBlair was re-elected secretary and W. W. Milne of the Milne Lumber Company, was elected treasurer, A. J. Lang, who had been treasurer for some years, refusing to serve any longer on account of press of business.

Secretary McBlair stated that the fight against the increase of one cent a hundred freight rate from the Southwest, now being carried on before the Interstate Commerce Commission, would be renewed on Jan. 23. The railroads have given their testimony and at the coming hearing the lumber interests will be heard. He also stated that the exchange was in a most prosperous condition.

The Massengale Lumber Company recently held its stockholders' annual meeting and elected J. E. Massengale, president; J. R. Massengale, secretary; John E. Massengale, J. R. Massengale and W. H. Richardson, directors.

W. W. Dings of the Garetson-Greason Lumber Company, left a few days ago for a week's stay in Chicago.

R. A. Ferry, who was formerly with the Steele & Hibbard Lumber Company, and more recently with the Massengale Lumber Company, on Jan. 1 returned to his old company.

Chas. A. Tilden, formerly engaged in the hardwood and yellow pine commission business in St. Louis, has discontinued business in St. Louis and has gone to Buffalo, N. Y., for an indefinite stay. Ill health caused his discontinuing business. W. J. Corrington took over Mr. Tilden's office outfit, and it is said, several of his connections.

R. C. Campbell, formerly St. Louis sales agent of the Great Southern Lumber Company, has been elected the secretary of the Henry O'Neil

Lumber Company to succeed William Somerville, Jr., who has been elected the vice president of the company. Besides holding the office of secretary, Mr. Campbell will take charge of the wholesale department of the company.

MILWAUKEE

The J. I. Case Threshing Machine Company of Racine has filed an amendment to its articles of incorporation, increasing its capital stock from $5,000,000 to $40,000,000. The stock of the company is one-half preferred and one-half common, the former guaranteeing interest at the rate of seven per cent per annum. The company will now extend its operations and will engage in the manufacture of a general line of harvesting and farm machinery.

The Harrington Package Company of Crandon, manufacturer of pails and other receptacles, recently filed a petition in bankruptcy in the Milwaukee bankruptcy court. The company places its liabilities at $105,712.41 and its assets at $81,254.56. Unsecured claims are placed at $11,064.74. W. A. Wescott of Crandon has been elected trustee.

The heavy snows and the cold weather of the past few weeks have brought about ideal conditions for the loggers of northern Wisconsin. The logging roads and swamps are now in excellent condition and hauling and skidding is going on all over the northern lumber country.

The Milwaukee Store Fixture Company has increased its capital stock from $3,000 to $10,000.

The D. E. Keiser Lumber Company of Elk Mound has been incorporated with a capital stock of $30,000 by D. E. Keiser, C. H. Mau and B. F. Holbrook.

H. A. J. Upham of Milwaukee was elected secretary and United States Senator Isaac Stephenson of Marinette was chosen president of The I. Stephenson Company of Wells, Mich., at the recent annual meeting. The mill and timber holdings of the Ford River Lumber Company of Ford, Mich., were taken over.

The J. W. Wells Lumber Company of Menominee, Mich., has purchased all the timber holdings west of Wausaukee belonging to the Holt Lumber Company of Oconto, Wis. The deal included 3,500 acres of land, covered with millions of feet of lumber, mostly hardwood.

LITTLE ROCK

The Monette Spoke Company, located at Monette, was recently destroyed by fire, the loss amounting to about $3,000. The fire originated from sparks from the smokestack. The proprietor, Mr. Camichael, had a large stock of timber on hand, and had just purchased a large tract of timber land. The factory will be rebuilt at once.

The Grayling Lumber Company of Michigan, located at Arkansas City, has commenced work on the construction of its large lumber plant, which, when completed, will have cost about $100,000. The company will build a log road to its timber lands, about twenty miles from Arkansas City.

It was announced by John T. Cloinger of Des Arc, formerly manager of the Buena Vista Veneer Company of that place, that it is probable another large veneer plant will locate at Des Arc as a result of his trip North. Northern capitalists will soon investigate the proposition, as well as look over a large body of timber and land suitable for their purpose. This plant, if erected, will be one of the best in the country and will give employment to a large number of men.

The Kimball-Lacey Lumber Company, whose plant at Arkansas City recently burned, will rebuild on the original site. The plant will be much larger and more complete than before. A force of men is now at work clearing away the debris from the site.

The Hardwood Market

CHICAGO

The chief difficulty in Chicago at present, as in many other centers, lies in making deliveries when specified. Drawing as it does upon both the northern and southern hardwood field, the Chicago trade is influenced by conditions in both those territories. Just at present in the North the extremely cold weather and excessive snows make it next to impossible to get cars loaded or through on anywhere near schedule time, while in the South the heavy rains, followed by unusual cold weather and snow, have tied up the mill business and logging operations very effectively.

A general upward tendency is reported in most lines marketed in Chicago. Inquiries during the last couple of weeks have been not only more numerous, but have been of a genuine character and not mere feelers of the trade. The box interests continue to be the most active factor locally, and are responsible for a steady movement in box grades of cottonwood, gum, birch, pine and other woods. This has resulted in substantial increases in the average price.

Of the oaks, plain red oak is in the lead, but plain white is in good request. Quartered white oak still maintains the position which it has occupied for several months, without any advance or any apparent decrease in value.

With the breaking up of the severe cold weather in Chicago many outside operations have already resumed work, and are now calling for stock. The flooring business is in a fair condition and is taking good quantities of maple. It is difficult to give any accurate account of the condition of various lines of trade, such as the manufacture of furniture, because of the fact that while manufacturers of one line of furniture may be doing an excellent business, other lines are distinctly slow. It is safe, however, to say that looking at local conditions as a unit, the betterment of the trade, which was prophesied before the opening of the year, is already beginning to make itself manifest, and it looks as if it were not merely a spasm of improvement but an increase in trade which is here to stay.

NEW YORK

The hardwood market at New York shows a very fair run of trade, considering the season. Stocks are much below normal in the hands of the yards and local manufacturing concerns, which of itself creates considerable buying for actual wants on orders in hand. All indications point to a strong and active spring trade by reason of low supplies. Prices continue to not only hold their own, but on some items show an upward tendency on good-grade lumber. Quartered oak is still plentiful for current wants, but is in a stronger position than it was two months ago. Plain oak, chestnut, birch, beech, ash and maple are in very fair call.

BUFFALO

There is about a normal movement in hardwoods, with a general report that trade is inclined to be quiet on account of furniture exhibitions absorbing the interest of people in that line, while the weather has been so severe that it has checked business to a considerable extent. Orders are fairly well distributed throughout the hardwood list, although some woods retain their lead in activity, as they have for some time. Plain oak, both white and red, is the chief seller, while there is said to be a better inquiry in quartered oak, with a tendency toward better prices. Maple and birch are in comparatively good demand at most yards. Chestnut, ash and elm are moving moderately well, while poplar is rather quiet.

PHILADELPHIA

The slump in trading due to stock-taking, the holiday interruption and the prolonged cold spell have naturally affected the lumber business to a more or less degree. It is easier to book orders now than to deliver the goods, as shipping in the East, both by water and rail, has been inconveniently interrupted. At mill ends, conditions are no better, and those who have secured stock ahead to fill vacant spots in their yards are to be congratulated for their foresight.

The hardwood situation, although a little quiet at this period, is in good shape. Prices continue firm and desirable stocks are in good control. Lower grades of hardwoods have stiffened and it is plainly evident from the extremely attenuated pile in all the grades, both at the producers' and consumers' ends, that more money will have to be paid for the acquirement of goods some time before the very responsible bluebird sings his first tune. A universal optimism prevails in trade circles, and it is predicted on justifiable grounds that a considerably augmented trading may be looked for during 1912.

PITTSBURGH

The feeling among hardwood lumbermen continues to be optimistic as there is apparently nothing to prevent this from being a good year. However, one element to be figured with is the positive and almost dangerous shortage of stocks of good hardwood. All wholesalers who have visited the hardwood mills lately say that stocks are much too short to last very long. A slight increase in business would put the prices up on every grade of hardwood. Even low to medium grade stock has been moving much better of late, notwithstanding the holiday dullness. The demand for good hardwood from not only the furniture and implement concerns but also from manufacturing concerns of all kinds is improving daily. Yard stocks everywhere are small.

BALTIMORE

The past two weeks have been decidedly uneventful in the hardwood trade here for the reason that the cold weather imposed a check upon activities generally, both the demand and the production being affected to such a degree as to impart an air of pronounced quiet to the trade. Nevertheless, not a few of the hardwood men kept on moving and efforts were continued to get orders. However, if the domestic trade was quiet, the foreign business in a way made up for any deficiency in that the demand continued to be comparatively good, with the prospects suggestive of even better things to come. The stocks on the other side have not increased, while the requirements seem to be expanding. This applies especially to oak planks, which are in very fair inquiry, and with regard to which the foreign buyers appear to be less captious than has been the case. Some difficulty is being experienced now in regard to shipping facilities. The number of sailings has been reduced, and the offerings of freight are so heavy that the several lines are very independent, higher rates being

the rule. The demand for a fair grade of poplar on the other side of the Atlantic is also very encouraging, though the extra wide stocks continue to halt and do not bring the figures which, in the opinion of the holders, they should. This applies also to the domestic trade. The various grades of chestnut, however, have been in sufficiently strong demand to take up the stocks at the mills, and the present embargo is recognized as merely temporary. The distribution of the lower grades has been accomplished on the basis of old quotations, but the fact remains that the previous accumulations are out of the way, and the hardwood business is in much better shape now than during the larger part of last year. Ash and all other hardwoods, though quiet for the present, are in good shape, and the future is regarded by members of the trade with confidence.

BOSTON

No great amount of activity has been reported in hardwoods since the first of the year. Buyers as a whole have not been anticipating their wants in more than a moderate way. The yard trade has not been heavy, although in most cases stocks in hands of the retailers have been well reduced. Prices hold fairly steady, and manufacturers show less disposition to accept orders at concessions. A firmer market is predicted and the demand is expected to become considerably more active during the next few weeks. Piano manufacturers are fairly busy and chair plants have been running full time. Desk manufacturers are operating full time.

Demand for quartered oak has ruled moderate only, with prices somewhat steadier than they were. Plain oak attracts a fair amount of business, and prices are steady. During the past few months there has been a large inquiry for red gum in this market and predictions are that there will be a much larger sale of this class of stock. Cypress is in rather quiet call.

COLUMBUS

Since the holiday vacations and the completion of inventories by both manufacturing establishments and retailers the hardwood trade in Columbus and central Ohio has become much more active. The volume of business has increased materially, and a better feeling is shown in every department of the business. Prices rule firm in every particular and future prospects are considered much brighter. Stocks of materials held by factories are generally low, and there is a disposition to buy in larger quantities. The same is true to a certain extent of retailers. However, the greatest improvement is in the yard trade. Stocks in the hands of retailers are still low and this is taken as an indication of still more liberal purchases in the near future. The movement of the lower grades is good, although the better demand is still for the upper grades. Furniture factories are buying better and the same is true of implement and vehicle plants. Collections are fair.

Plain and quartered oak is in good demand. Poplar is one of the strong points in the market. The trade is selling well and quotations are firm. There is a fair demand for ash. Basswood is in fair demand. Other hardwoods are unchanged.

CINCINNATI

Since the beginning of the year there has been a very satisfactory buying in the hardwood trade. Buying is encouraging, although the tendency to conservatism remains strong. The past week has been marked by very severe weather, making outdoor work impossible, and business has suffered somewhat from this cause. There is a good demand for oak, red and white, both quartered sawed and plain. Consumers are buying principally common and better, with a fair movement of ones and twos. However, there is but light inquiry for highly figured quartered oak. Heavy oak timbers, car stock and railroad ties are in good demand.

The demand for chestnut, manufacturers' grades, and heavy tough stock has been good, with some inquiry for long ones and twos. Low-grade chestnut is plentiful, but the demand is light. Sound wormy is active for clear, wide stock, for which prices are strong. There is a fair movement of ordinary grades.

Ash is receiving fair attention from the wagon and carriage trade, with good inquiries for heavy white ash; good, heavy dry stock is not plentiful.

Hickory is moving steadily, with a steady demand from wheel and shaft manufacturers; hickory boards are scarce. Birch is in good demand for both red and white, with available stocks reported only fair.

Poplar is meeting with a fair trade for manufacturers' grades. More confidence is being felt in the future of wide poplar for the auto trade, with buying fair, and stocks reported as lighter, but confidence in better prices is weak. Red gum is receiving good attention for ones and twos; the demand for saps and common is good, with a fair movement. Mahogany lumber is in active call, with prices steady. Basswood is in fair demand. Cottonwood is in fair inquiry for ones and twos, with a good movement of low grades. Buckeye and other hardwoods are receiving fair attention.

The buying for the foreign trade is very fair, with a good demand for oak boards and white ash. American walnut is steady, with a good movement to the export trade. Red gum is in fair demand. Hickory boards are in good inquiry for export. Cypress is growing very strong. The demand is good for all classes, and advances on low-grades are reported. Prices are very firm and the outlook is said to be excellent for the new year.

EVANSVILLE

There has not been much change in the hardwood market situation here during the last fortnight. Manufacturers and dealers have just finished invoicing, and are now ready to take hold of the increase in business which is looked for. Logs are very scarce; in fact, there have been very few put out during the last month on account of the holidays and the bad weather, but with the return to fair weather conditions the situation will become easier and a fair volume of business is expected. If the present lull in production continues for any length of time, prices will go up. There is very little difference noticeable in the trend of prices now and during the latter part of 1911. Plain oak is scarce, although the price is not high in proportion. Good ash, hickory and elm are in good demand. Quartered oak stock is holding its own fairly well. It is believed that quartered oak, both red and white, will improve in demand after the furniture show, which is now being held in Grand Rapids.

KNOXVILLE

The past two weeks have been very much interrupted by the severe cold spell with which this part of the country has been affected and lumber dealers have had much difficulty in filling orders. Inquiries for dry stock have been plentiful, with a stiffening in prices. Railroad orders continue to come in, and the car stock and tie business which has been dull for some time, is now showing a vast improvement with still brighter prospects in the future.

Plain and quartered oak leads in this market, with the high grades of poplar a close second. Ash, in the higher grades, is in good demand, but chestnut is quiet.

An optimistic feeling prevails in this vicinity over the spring trade, owing to the scarcity of dry stocks in the country and the increased demand which is everywhere apparent.

INDIANAPOLIS

There has been no great change in the hardwood situation in the last two weeks, although a few more orders have been coming in, and inquiries are a little more active. Shipments are reported to be moving promptly, the traffic in hardwoods not being sufficiently heavy to be materially affected by the movement of coal. Hardwood prices are unchanged and are regarded as fair, considering the season. An excellent spring trade in hardwoods for interior finish is predicted, on account of the large amount of building operations that is in sight.

MEMPHIS

The demand for hardwood lumber since the first of the year has been comparatively quiet, but is now beginning to improve. The position of the various items has shown comparatively little change. A very satisfactory demand is in progress for plain oak in all grades of both red and white. Some business is doing in quarter-sawed oak, but the movement of this is slow as compared with plain. Ash is in fairly active request in 1½-inch or thicker stock, but thinner ash is moving in a limited way. There is still not a little irregularity in connection with cypress, though some members of the trade say they are doing a very good business therein. The demand for the lower grades of cottonwood is very satisfactory and prices are quite firm. The supply is not excessive. The upper grades of cottonwood are moving quite freely, but prices are not as satisfactory as in the case of the lower grades. Red gum is still a good seller in all grades. Sap gum moves fairly well in the upper grades, but prices are not as good as expected. In the case of the lower grades of gum, there is a liberal movement and prices have recently shown some tendency toward increasing firmness. Production of hardwood lumber of all kinds is being materially interfered with by the unfavorable weather obtaining in this territory and it is the opinion of the lumbermen here that the supply of dry stock for the late winter and early spring trade will be comparatively small. It is therefore believed that there will be a rather better range of prices than heretofore obtainable.

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NASHVILLE

Very severe weather throughout this as well as other sections of the country have necessarily curtailed recent lumber operations, but the situation is generally satisfactory and all members of the trade seem to be confident of good things for 1912. Country roads have been impassable, causing much idleness with the rural mills, and yard work as well as building operations have been retarded considerably. With the inventory season well advanced, dealers are finding out their stock shortages and orders are beginning to come in, some even for future delivery, a feature which has been long absent. Many inquiries are coming in, and moderate shipments are reported, some being for export. Prices remain steady. The leading demands continue for plain oak and the different grades of poplar, while there is a good call for red gum and an improvement in quartered oak. Ash is steady. The railroads are returning to the market for car and construction timbers and cross ties. Calls from the furniture makers are light.

BRISTOL

Trade is reported a little better since the first of the year, though no radical improvement is noted by local hardwood men. Indications now are that business will be better soon, and that prices will stiffen somewhat. The demand for some grades of lumber has been very weak, while the call for others has increased. Sales of late have been fair, but not as heavy as was anticipated a few weeks ago. Business may be said to be holding its own with a slight upward tendency to prices, and a better outlook for trade during the spring and summer.

LOUISVILLE

Business in the local market has been showing gradual improvement during the past two weeks, although it must be admitted that trade in January has not come up to expectations. This was natural, however, in view of the unusually severe weather which was experienced all over the country. In addition to this, consumers as a rule have been taking stock, and some, as in the case of the furniture manufacturers, have been waiting for the results of exhibitions before determining what they would do during the coming season. These factors are now disposed of, however, and buying is expected to be on a larger scale during the next few months.

Plain oak continues to be the leader as far as demand is concerned, with poplar also in good demand. Quartered oak manufacturers report a somewhat improved feeling on that commodity, while ash and cottonwood are in about normal status. Chestnut is somewhat scarcer and is expected to command higher prices before long. Mahogany is in excellent call, but mahogany veneers are not selling as well as thick stock.

ST. LOUIS

A satisfactory number of orders has been received by St. Louis hardwood dealers in spite of the severe weather which has prevailed during the past two weeks. The market is firmer, although no advance is reported. The better tone in the market is attributed to the heavy rains and high water in the hardwood producing territory and also the unusually cold weather. Low-grade gum is about sold out and many mills are without No. 2 common and box common gum. White and red plain oak has been in stronger demand recently, especially in the lower grades. Quartered oak has improved, but is not in as good a demand as plain. Wide poplar, first and second cottonwood, cottonwood box boards and thick ash are improving. St. Louis dealers in cypress report some orders and inquiries are coming in continually, but the weather has prevented shipments from being made. Prices show little change. The sash and door people are doing little business. The planing mills have resumed operations and with the orders on hand are able to work full time.

MILWAUKEE

The local hardwood business is beginning to show signs of improvement. While the volume of new business that is being secured is not increasing as rapidly as many lumbermen wish, inquiries and orders are gradually increasing in number. Most of the local industries are calling for larger lots of dry stocks, the supply of which is beginning to get low in many lines.

Birch is in good demand and stocks in this line are particularly light. No. 1 and No. 2 plain sawed oak and plain red oak are selling well. Maple is another northern hardwood that is in good demand. Basswood is showing decided improvement in both the lower and upper grades. Because of the light stocks and the increasing demand there is slight chance for a decrease in prices, while predictions are being made that quotations will go higher.

GLASGOW

Since last report the steamer Meadonfield has arrived from New Orleans with the usual assortment of hardwoods, oak, hazel pine, pitch pine boards, etc., but buyers have not taken much interest in this cargo. However, it is expected that business will soon be resumed and respective buyers will come into the market for various requirements. Trade generally is good, with perhaps the exception of house-building, which has been stagnant for some years. Cabinet makers are fairly well employed, and shipbuilders are starting work again with good prospects for a boom year. Prime sawn pitch pine logs, suitable for conversion into deck planks, are in good demand, as also are the boards, particularly the flooring size, 7"x1½". No stock is held. Higher prices are being asked for forward delivery.

Red gum is not selling well and consignments should be avoided. A fair business is being done in sap gum in ½", 5/4" and 7/4" prime quality 6" and up wide, also 16" and up x 7/8". Northern oak logs are very scarce, and the demand for fair-sized logs has been good for some time. No stock is held. Oak squares are being called for, especially 3"x3" and up, average lengths. Numbers 1 and 2 common is in steady request at fair prices, the best thicknesses being ½", 5/8", ¾", 5/4", 6/4" and 8/4". Canary whitewood logs, if of prime quality, should do well. Poor logs are hard to sell at any price, and consignments of this grade should be avoided, as the results will leave a loss to the shippers. Canary whitewood boards, prime quality, are completely off, especially in the wider stock, 18" and up and 24" and up. Numbers 1 and 2 common shows a fair demand for S2S to ½", 5/8" and 7/8", preferably for mixed cars of these thicknesses. The demand for prime walnut logs is very good, there being no stock held. Parcels arriving will meet with a ready sale. This also applies to walnut lumber. No. 1 common ash boards are in fair demand. There is a good demand for prime quality hickory logs, but shipments must be kept in moderate compass. This also applies to white ash logs. Consignments of hickory sticks for golf shafts should be carefully avoided. Honduras mahogany logs and lumber demand good prices, and are very firm. Arrivals will meet with a good reception. Bay poplar or Tupelo has entirely disappeared from this market and is never inquired for.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

HIGH-CLASS COMMISSARY MAN

is open for engagement, to conduct merchandising establishment in connection with lumber manufacturing concern. Highest testimonials from present employers. Address
"BOX 10," care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED—A COMPETENT MAN

to sell Southern Hardwoods in Indiana. Give reference and experience. Address
"BOX 16," care HARDWOOD RECORD.

CAPABLE MANAGER AND SALESMAN

for mills manufacturing hardwood lumber, flooring and veneers in thriving Indiana town; a fine position for an experienced, reliable young hustler. Address, giving references and full particulars, "BOX 17," care HARDWOOD RECORD.

WANTED—ASSISTANT

to sales manager in wholesale hardwood planing mill and wholesale rough hardwoods, operating in central, western and eastern territory. One accustomed to handling correspondence and himself a stenographer. Address
"BOX 18," care HARDWOOD RECORD.

WANTED YOUNG MAN

experienced in handling and marketing of southern hardwoods, to act as sales manager or assistant. Must be a live wire. Give age, full experience, references and salary expected at start, in first letter.
THE HYDE LBR. CO., South Bend, Ind.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

LUMBER FOR SALE

FOR SALE.

1 car 6/4 and 8/4 1sts & 2nds Chestnut
5 cars 4/4 sound wormy Chestnut
JONES & WOOLFOLK CO., Lexington, Tenn.

FOR SALE.

250,000 feet 1 and 2" Oak
50,000 feet stacked, log run Gum.
Taken as it stands, S11 f. o. b. cars East Texas mill. Address
"BOX 19," care HARDWOOD RECORD.

WANTED.

2 cars 1" 1sts and 2nds plain sawed sycamore, bone dry.
1 car 1x12" and wider 1sts and 2nds quartered white oak, 2 years old.
5 cars 1" clear quartered white oak strips.
5 cars 1x13" to 17" gum boxboards.
5 cars 1x13" to 17" 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds sap gum.
2 cars 1x18" and wider 1sts and 2nds cottonwood.
2 cars 1x21" and up 1sts and 2nds cottonwood.
5 cars 1x13" to 17" cottonwood boxboards.
5 cars 1" No. 1 common red gum.
2 cars 1¼" No. 1 common red gum.
W. D. REEVES LBR. CO., Helena, Ark.

FOR SALE FOR QUICK SHIPMENT.

600,000 ft. 4/4 Basswood No. 1 common and better.
40,000 ft. 6/4 Basswood No. 1 common and better.
75,000 ft. 12/4 Hard Maple No. 1 common and better.
150,000 ft. 8/4 Hard Maple No. 1 common and better.
50,000 ft. 6/4 Hard Maple No. 1 common and better.
100,000 ft. 5/4 Hard Maple No. 1 common and better.
50,000 ft. 8/4 Rock Elm log run.
30,000 ft. 8/4 Gray Elm No. 1 and No. 2 common.
100,000 ft. 6/4 Gray Elm No. 2 common and better.
VAN KEULEN & WINCHESTER LBR. CO.,
Michigan Trust Bldg., Grand Rapids, Mich.

WANTED

to hear from parties requiring quarter-sawed White Oak Flitches. Address
"BOX 107," care HARDWOOD RECORD.

FOR SALE

Thick quartered white oak, 2 years old. 2/3 car 2"; 1/3 car 1½"; 1/3 car 1¼"; 1,000 ft. 2¼, 2½ and 3", all high grade No. 1 common—wide. CHAS. F. SHIELS & CO., Cincinnati, O.

TIMBER ESTIMATING

TIMBER ESTIMATES.

Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

LOGS WANTED

WANTED—SECOND-GROWTH

White Ash logs 8 to 16" long. Inspect at shipping point and pay cash.
S. N. BROWN & CO., Dayton, O.

WANTED

White oak logs and quarter-sawed white oak flitches. EVANSVILLE VENEER CO.,
Evansville, Ind.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

MACHINERY FOR SALE

FOR SALE

Band mill in Southeast Missouri. New 6 ft. Sinker-Davis band mill; Soule steam feed; 3 saw edger; 2 saw trimmer; live rolls; boiler and engine power ample. Also, if desired, homemade locomotive, steam loader and cars, and two miles of 25 lb. rail. All of the above in first-class condition. Address
"BOX 15," care HARDWOOD RECORD.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

DIMENSION STOCK FOR SALE

FOR SALE.

Dimension stock cut from old dry Oak from 1" to 3" thick, and 1" Chestnut.
JONES & WOOLFOLK CO., Lexington, Tenn.

WANTED

Dimension orders for Maple, Beech and Birch to be cut from 4/4 stock, any length, 40" or under.
OHIO VALLEY BENDING CO.,
Parkersburg, W. Va.

TIMBER LANDS FOR SALE

FLORIDA TIMBERLAND FOR SALE.

Fine proposition for small mill, 1,320 acres, well timbered with long leaf yellow pine, cypress and gum. Land after timber is cut is selling in this locality for $25 to $35 per acre. There is easily $25,000 worth of timber on this at present price of stumpage, and I am only asking $7 per acre in fee simple. Must be sold at once to close an estate. Write
FRANK W. CLARK, Manistee, Mich.

FOR SALE.

100,000 acres virgin White Oak and Hickory, N. W. Ark., $6.50 to $10 acre. 500,000 acres, other states, all varieties.
C. M. JONES & CO., Pettigrew, Ark.

LUMBER WANTED

WANTED

For shipment during the next thirty to sixty days, 200,000 feet 2, 2¼, 2½ and 3" 1sts and 2nds and No. 1 com. Hickory, green or dry. Will pay cash, less 2% and inspect at the mill.
C. C. SHAFER, South Bend, Ind.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.
THE COLUMBIA MFG. CO.,
New Philadelphia, O.

WANTED—HICKORY.

A car of second-growth, butt cuts Hickory plank for wheelwrights, 1¾, 2, 2¼, 2½" flitch, bark off, green or dry, good grade. Apply
RUWE BROS. (Jobbers), Brooklyn, N. Y.

BUSINESS OPPORTUNITIES

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

Hardwood Record, Ellsworth Bldg., Chicago.

WANTED TO SELL AND BUY

TIMBERLANDS AND MILL PLANTS.
OPPORTUNITY KNOCKS AT EVERY MAN'S DOOR TWICE!
(OCCASIONALLY SHE KNOCKS THREE TIMES.)

We offer for sale 20,000,000 feet of timber, a new mill plant that has cost (with planing mill, three dry kilns, commissary stock and tenement buildings), $50,000, for the sum of $70,000. There is 100,000,000 feet more timber available at very reasonable prices. A combined hardwood and yellow pine proposition. Possibilities of $60,000 per year profit.

OPPORTUNITY NO. 2.

A circular mill, with capacity of 20,000 feet per day, now running. 2,000,000 feet of oak timber and 6,000,000 feet red and tupelo gum adjacent to mill, which can be bought for $3 per 1,000 for oak and $1 per 1,000 for the gum.

Price of mill and mill site and tenement buildings, $2,000.

If you have mills and timber to sell, write us. If you want to buy mills and timber, write us. We buy and sell plants and timberlands.

WANTED TO BUY.

A tract of pine timber in Mississippi or Louisiana on or near a railroad that will cut about 20,000,000 feet. Must deal with owners only.

ROBINSON LUMBER, VENEER & BOX CO.,
New Orleans, La.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

I BRING

buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of property or business, write me. Established 1881. FRANK P. CLEVELAND,
2440 Adams Express Bldg., Chicago, Ill.

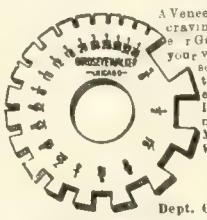
FOR SALE.

Veneer machinery and plant; veneer slicer with capacity of 200,000 feet in 10 hours. Textile veneer dryer to take care of cut. Clippers and all other necessary machinery. Boilers, engines and saw mill. Veneer slicer especially adapted to cutting mahogany or cedar veneers. Will sell as a whole or separate. Address
"SLICER," care HARDWOOD RECORD.

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do your self a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1.90 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 83.

Dept. C **BIRD'S EYE WALKER**

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

Telephone Canal 1688

CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
1508 MASONIC TEMPLE - CENT. 382

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

BUSINESS vs. SENTIMENT

IF YOU value quality of texture, in combination with quality of manufacture, seasoning, grade and service, you will give us the opportunity to quote you on our

Northern White and Red Oak Output

In Plain and Quartered Lumber, Sawed Veneers and Flooring

Three band mills, veneer mill, big flooring plant, big stock. We can satisfy the most discriminating.

KINDLY WRITE US TODAY

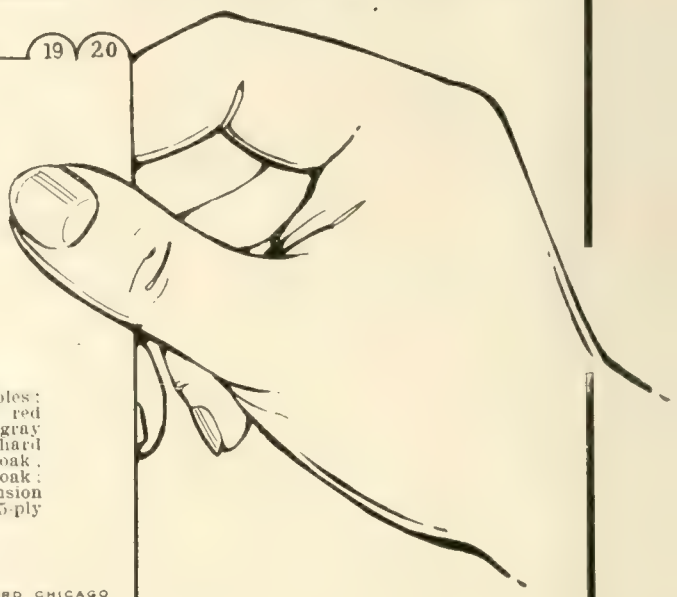
Wood-Mosaic Company, - New Albany, Ind.

Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables; George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut, 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak, 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

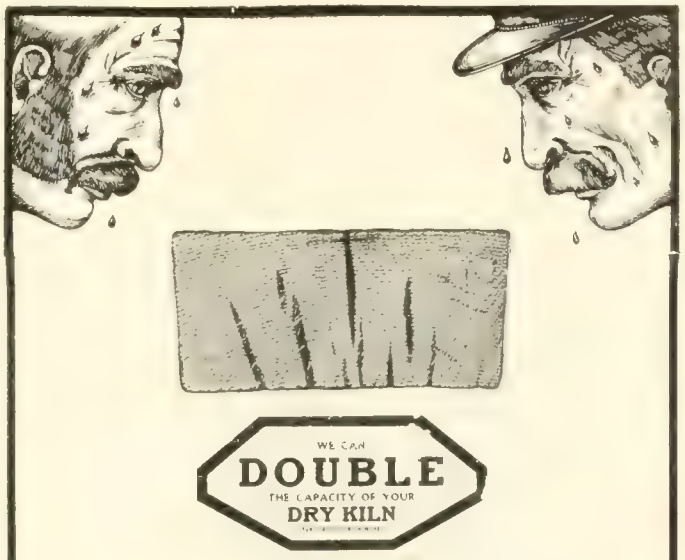
Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

BRANCHES

CHICAGO, ILL. 318 Fisher Bldg. C-113 | NEW ORLEANS, LA. 421 Carondelet St. | SAVANNAH, GA. 501 Germania Bk. Bldg.





If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

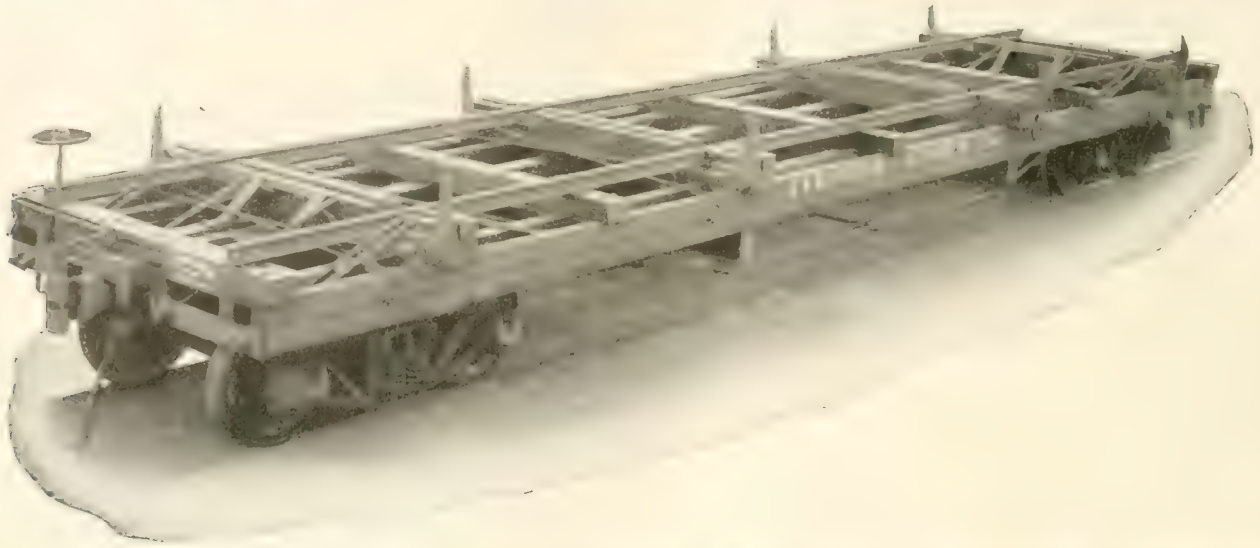
For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works

GRAND RAPIDS, MICH.



RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

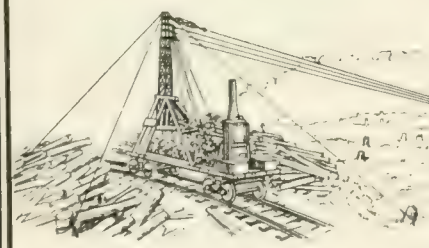
YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH

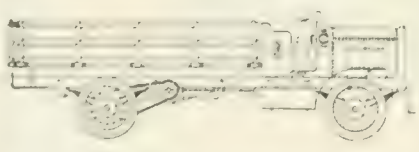
LIDGERWOOD CABLEWAY SKIDDERS



LIDGERWOOD MFG. CO.
96 Liberty Street, New York

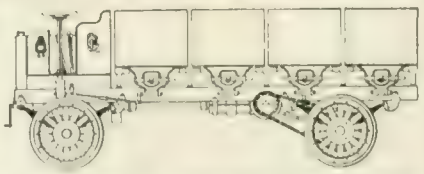
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ESPECIALLY ADAPTED FOR QUICK AND ECONOMICAL LUMBER DELIVERY



"Longest Trucks"

BOTH TYPES MADE IN THREE AND FIVE TON SIZES—NOTE LENGTH OF WHEEL BASE



The "Longest" Automobile Truck is the result of eight years' mechanical and commercial experience in Automobile manufacture, and is offered to the Lumber Trade as the best and most economical truck ever produced.

This is not an assembled truck, but is designed and manufactured complete in our own shops. Castings made in our own foundry. We buy only the chains, roller bearings and mufflers.

Only demonstrated and approved principles employed. "Longest" Trucks will not only stand the test of time, but have proven themselves to be Speedy, Economical and Satisfactory Vehicles for QUICK LUMBER DELIVERY.

Compare them with the best other leading trucks, and give us the opportunity of demonstrating their superiority and comparative low cost. Write for literature.

LONGEST BROS. COMPANY, Inc. **LOUISVILLE, KENTUCKY**

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

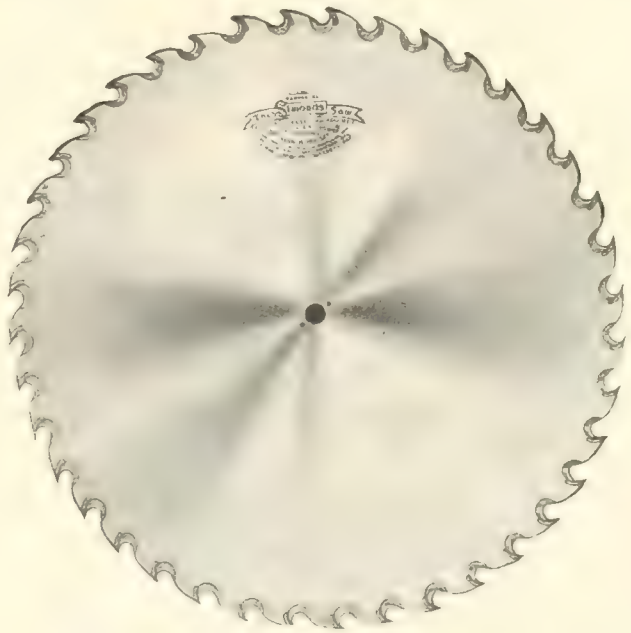
Joshua Oldham & Sons

NEW YORK SAW WORKS
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IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM



"A satisfied customer is a good advertisement" is an old saying that is always new because it is always true. There are so many satisfied users of

Simonds Inserted Tooth Saws

Do you want to be the next? Write the nearest Simonds office for a quotation on that Saw you expect to buy.

Simonds Manufacturing Company

FITCHBURG, MASS. CHICAGO, ILL. MONTREAL, QUE.
NEW ORLEANS, LA. PORTLAND, ORE.



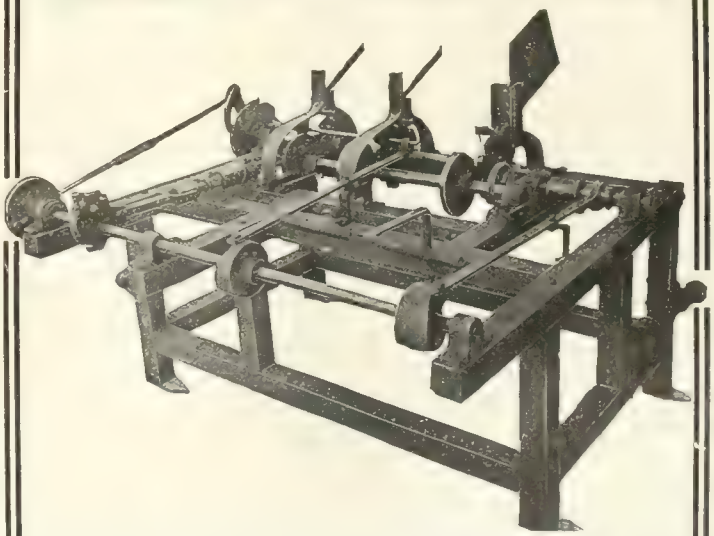
ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. **Write Today for Catalog and Prices**

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

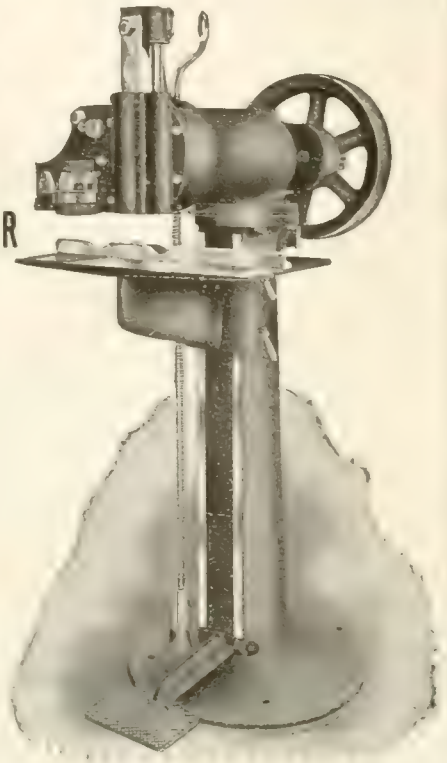
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE



STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO

ESTABLISHED 1882

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY. WOOD BEAL. VICTOR THRANE

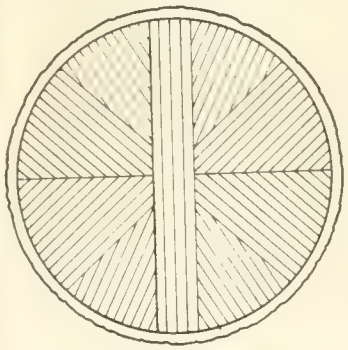
1211 Whitney Central Building, New Orleans
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LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
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INDIANA

WHERE THE BEST HARDWOODS GROW



We show herewith the end of an OBO Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

J. V. STIMSON & CO. **OWENSBORO, KY.**

Grades that Make Good

Cypress

Cottonwood

Oak, Ash

Gum & Elm

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

THE WOLF-LOCKWOOD LUMBER COM PAN

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000' 4/4 1st & 2nds Black Ash.
70,000' 4/4 No. 1 Com. & Bet. Basswood.
11,000' 8/4 No. 2 Com. Basswood.
10,000' 4/4 1st & 2nds selected Red Birch
10,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch.
25,000' 8/4 1st & 2nds Birch.
10,000' 12/4 No. 1 Com. & Bet. Birch.
15,000' 8/4 No. 2 Com. & Bet. Beech.
17,000' 4/4x11" & up 1st & 2nds Hard Maple.
17,000' 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000' 8/4 No. 1 Com. & Bet. Hard Maple.
3,000' 10/4 No. 1 Com. & Bet. Hard Maple.
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000' 16/4 No. 1 Com. & Bet. Hard Maple.

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"..85,000
4/4 Panel & Wide, No. 1, 18" & up.....15,000
Clear Saps.....25,000
Selects.....19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds
Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY
DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

JACKSON & TINDLE

Manufacturers of

Michigan Forest Products

Maple, Birch, Basswood, Beech, Ash, Pine, Spruce, Tamarack and Hemlock.

Also White Cedar Shingles, Poles, Ties and Posts

Sales Office—1009 Ford Building, Detroit, Mich.

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HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.
Mill Connections Soperton, Wis.
Storage Yard in Connection.
Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

Lesh & Matthews Lumber Co.

1621-22 MARQUETTE BUILDING
CHICAGO, ILL.

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH, NO. 2 & BETTER, 4/4–12/4
ASH, NO. 2 & BETTER, 4/4–12/4
ELM, NO. 2 & BETTER, 4/4–12/4
BASSWOOD, NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

BIRCH
56,300' 4/4 No. 1 & 2 Com.
24,800' 4/4 No. 3 Com.
12,900' 5/4 No. 1 & 2 Com.
11,500' 5/4 No. 1 Com.
99,900' 5/4 No. 1 Com. & Better
28,300' 12/4 No. 1 Com. & Better

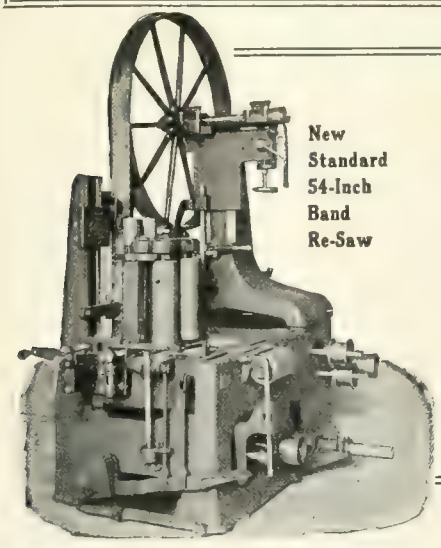
SOFT ELM
14,100' 5/4 No. 1 Com.
21,800' 5/4 No. 2 Com.
16,100' 6/4 No. 1 & 2 Com.
16,000' 6/4 No. 3 Com.
15,100' 8/4 No. 1 & 2 Com.

MAPLE
43,900' 4/4 No. 2 Com.
278,000' 4/4 No. 3 Com.
23,000' 5/4 Firsts & Seconds
92,400' 5/4 No. 1 & 2 Com.
16,600' 5/4 No. 1 Com.
10,600' 6/4 No. 1 Com.
6,200' 6/4 No. 2 Com.
47,400' 6/4 No. 1 Com. & Better
15,000' 8/4 No. 1 Com. & Better
89,800' 8/4 No. 3 Com.

BASSWOOD
11,900' 4/4 No. 1 Com.
71,100' 4/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

LEADING **VENEER** OF THE U. S.
MANUFACTURERS

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

Quality Is Economy

VENEERED PANELS

Built on Honor ——— Built to Stay

QUALITY is our Watchword. We can sell you panels in two, three and five-ply in better quality and at far lower prices than you can hope to reach without an equipment, experience, skill and capacity equal to ours.

We are specialists in this one line and even if you use single ply or straight lumber, there will be economy in using our built-up panels, which are made in quarter-sawed oak, quarter-sliced oak, figured and plain mahogany, red birch, plain oak, yellow pine, gum, basswood, ash, maple and elm.

Write us today and let us submit samples and prices

THE GORHAM BROS. COMPANY, Mt. Pleasant, Mich.

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

Will not come to pieces after they are in the furniture

Do you see the point?

CHANGE OF NAME AND LOCATION

The Wisconsin Lumber & Veneer Co., having outgrown its Port Washington plant and in order to be "up to the minute" in the building up of Veneers, have erected a new veneer plant at New London, Wisconsin. Our favorable location, new plant and equipment will enable us to serve you with unusual promptness. We have installed a new $8,000 Linderman Jointer for making our lumber cores. We shall specialize as before in

Auto Dashes Panels Tops Bent Work of All Kinds

We wish to express to you our appreciation of favors extended us in the past and hope to merit a continuance of your esteemed patronage. Wishing you the compliments of the season, we remain, Very truly yours,

THE WISCONSIN SEATING COMPANY, New London, Wis.

Successor to THE WISCONSIN LUMBER & VENEER COMPANY

HOWARD HANSON, President **THOMAS A. TURNER, Secy. and Treas.**

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. **NEW YORK OFFICE, 200 Fifth Ave.**

LEADING **VENEER** MANUFACTURERS OF THE U. S.

MANUFACTURERS OF

VENEERS

BIRCH
BASSWOOD
ELM

OAK
BROWN ASH
MAPLE

DRAWER BOTTOMS **CROSS BANDING**

PLAIN AND FIGURED THREE AND FIVE-PLY BUILT-UP PANELS, IN ANY QUANTITY AND FOR ANY PURPOSE

Underwood Veneer Company, - - Wausau, Wisconsin

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT CHERRY **VENEERS** ASH MAPLE

AND HARDWOOD LUMBER

Let us send you Stock List FORT WAYNE, IND.

Penrod Walnut & Veneer Co.

Walnut and Oak
VENEERS

Kansas City, Mo.

New Veneer Building at Helena, Arkansas

Ready March First

Sheppard Veneer Co., Poplar
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best
Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City
Sheboygan, Wis. Newport, Vermont
177 Pacific Ave., Jersey City, N. J.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

FOR QUICK SHIPMENT

4/4" to 8/4" Sound Wormy Chestnut. Can Resaw and Surface. 3/8" and 13/16" Select and Clear Oak Flooring. PERFECTLY MANUFACTURED. 5" and 6" Poplar Bevel Siding, Clear and Select grade. 4/4" wide Poplar. 4/4" to 8/4" No. 1 Common and Select. Also No. 2 Common.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:

POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky MILLS IN KENTUCKY: Jackson, Beattyville and Clay City

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PROMINENT SOUTHERN MANUFACTURERS

A Well Stocked Yard

Enables us to fill any order for well manufactured, dry southern hardwoods promptly.

We have our own mill and know what we sell.

WRITE

THE ALTHAUSER-WEBSTER-WEAVER LUMBER COMPANY

NASHVILLE, TENN.

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER
OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak
10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

1909 Baltimore, KANSAS CITY, MO.

Frank Purcell Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

H. H. HITT LUMBER CO. FALKVILLE, ALABAMA

TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red	
4/4, 1s & 2s	65,000
4/4, No. 1 Common	135,000
4/4, No. 2 Common	50,000
PLAIN OAK—White	
4/4, No. 1 Common	115,000
4/4, No. 2 Common	40,000
5/4, No. 1 Common	90,000
5/4, No. 2 Common	55,000
QUARTERED OAK—White	
4/4, 1s & 2s	52,000
4/4, No. 1 Com.	76,000
QUARTERED OAK—Red	
4/4, 1s & 2s	4,200
4/4, No. 1 Com.	5,300
WHITE ASH	
4/4, 1s & 2s	1,100
4/4, No. 1 Common	5,900
4/4, No. 2 Common	1,400
8/4, 1s & 2s	6,300
8/4, No. 1 Common	8,900
8/4, No. 2 Common	3,000
POPLAR	
4/4, 1s & 2s	13,110
4/4, No. 1 Common	115,000
4/4, No. 2 Common A	69,000
4/4, No. 2 Common B	58,000
4/4, 9/12 Box Boards	8,000
4/4, 13/17 Box Boards	18,500
4/4, Panel, 18 up	17,750
Gum—Red, Log Run, 4/4	24,100
Gum—Sap, Log Run, 4/4	92,000
Gum—Sap, Log Run, 6/4	29,000

A FEW ITEMS OF DRY STOCK

WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

SEND US YOUR INQUIRIES

Himmelberger-Harrison Lumber Co.

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Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

Louisiana Long Leaf Lumber Co.

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OAK FLOORING

A GUARANTEE OF PERFECTION

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

WISCONSIN

KIEL — FACTORY AND OFFICE — MAIN

MELLEN — VENEER AND HEADING MILL

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BI MICHIGAN

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

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MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company

CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

500,000	feet	6"	[illegible] Boards
900,000	feet	1"	No. 3 Common Hard Maple
150,000	feet	5/4"	No. 3 Common Hard Maple
12,000	feet	8/4"	No. 3 Common Hard Maple.
600,000	feet	4/4"	No. 3 Common Birch.
250,000	feet	5/4"	No. 3 Common Birch.
28,000	feet	6/4"	No. 3 and No. 2 Common Birch
100,000	feet	4/4	No. 3 Common Soft Elm.
100,000	feet	6/4	No. 3 Common Soft Elm.
54,000	feet	6/4"	No. 2 Common and Better Soft Elm
65,000	feet	4/4	No. 2 Common and Better Soft Elm Lumber
200,000	feet	8/4	No. 2 Common and Better Rock Elm.
40,000	feet	8/4	No. 3 Common Rock Elm

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Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.



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A BULLETIN OF PRACTICAL INFORMATION ON WOOD-WORKING FOR OWNERS, SUPERINTENDENTS, MILLMEN, FILERS AND OPERATORS

THERE may still be some who are not getting this wonderful paper and yet 40,000 lumbermen are reading it every month. Beginning with the December issue, it will be even bigger and better than ever. It contains more practical information about the manufacturing side of wood-working than any other paper in the field.

It helps the mill owners to judge what can be expected from the practical man who is looked to for results. It helps the practical man by keeping him in touch with new improvements being made and tells him how other millmen are doing their work in an easier and better way.

The paper is full of illustrations of the interior of various kinds of wood-working plants, showing operations and new systems employed for manufacturing more economically. There are new ideas on every page that are well-worth looking into, even tho you have a better way to do the same work.

"Berlin Quality" is published as a medium for the exchange of ideas and keeps its readers posted on new improvements being made in our machinery. It gives you the help you want and makes you more valuable to your Company. It helps you pay bigger dividends and keeps your product in the class of highest quality.

We want to get a copy of our December number into your hands without cost or obligation to you. We want to prove our contentions of its value to the wood-working trade. And below we tell you how you can secure a copy **free.**

A copy of "Berlin Quality" for December will be sent free to anyone who is actively interested in wood-working, providing you give us the name of the Company you are connected with and the position you hold with them. Send in your name early and ask us to reserve a copy for you. Our list of subscribers is growing rapidly and additional copies may have to be printed.

The Berlin Machine Works of

LARGEST MANUFACTURERS OF WOOD-WORKING MACHINERY IN THE WORLD

Beloit, Wisconsin — Hamilton, Canada

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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Poplar Bevel Siding—Mouldings—Dimension Strips

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W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR LUMBER CO.

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

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Hardwood Record

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HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

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All Kinds of High-Grade

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Fifth Ave. Bldg., NEW YORK

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YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.
WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
5 cars 6/4" No. 1 Com. Quartered White Oak.

YOUNG & CUTSINGER,
E. & T. H. Yards, EVANSVILLE, INDIANA

Long-Knight Lumber Co.

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HARDWOODS

OAK ASH GUM CYPRESS

PROCTOR **VENEER DRYER** FIREPROOF

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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



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Bone Dry for Immediate Shipment.

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4-4 to 3 inches thick. West Virginia and Tennessee Stocks.
Special grades for Veneering.

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⅝ inch to 5 inches thick.
Thoroughly Dry. Especially fine for Figure and Texture.

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Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

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Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

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Florida-Tennessee Stock.
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Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

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Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. ⅜ inch to 5 inches. Dry Stock.

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All Grades and Thicknesses.
Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

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1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

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10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

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We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

Can ship in mixed cars direct from our Nashville yard, Oak, plain or quarter sawn; Red or White Poplar; Ash, Chestnut and Hardwood Flooring, giving benefit of mill prices.

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PHILADELPHIA, PA.

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OAK AND RED GUM
TRIM AND MOULDINGS
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FINISHING LUMBER

We can furnish Oak Finishing Lumber and Red Gum Finishing Lumber in any Width desired and Ship Quick.

HARRIS & COLE BROS.
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We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

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FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. February 1st, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	4 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Elm & Basswood No. 4 Common	100 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. February 1st, 1912

1x6	Basswood No. 1 Common	12 M
4/4	Birch No. 3 Common	35 M
4/4	Birch 1s & 2s Red	6 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 1s & 2s	9 M

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When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

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KILN DRIED, HOLLOW BACKED
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Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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BAY CITY, - - - MICHIGAN

500,000	ft.	5/4 No. 3 Common Beech & Maple.
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
40,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.

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THE GREATEST HARDWOOD MARKET IN THE WORLD

For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

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All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

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DOMESTIC VENEERS
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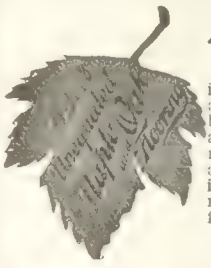
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WE MAKE A SPECIALTY OF BUYING AND SELLING
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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.
Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.
The T. Wilce Company
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Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

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¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

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¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

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Main Office and Yards: Knoxville

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We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
18,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD NO. 3

4,000 ft. 4/4 1s & 2s Quartered White Oak.
9,500 ft. 4/4x2½" to 5½" Clear Face Qtd. White Oak Strips.
28,000 ft. 4/4 No. 1 Com. Quartered White Oak.
6,500 ft. 4/4 No. 2 Com. Quartered White Oak.
3,000 ft. 4/4 Common & Better Plain Oak, largely white.
12,500 ft. 4/4 to 8/4 Common & Better Ash.

Send us your inquiries for delivered prices on this stock. We also have at our Nashville yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

JANUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
1ST & 2ND QRTD. WHITE OAK, 6" & UP	.....	.....	.....	5,000	10,000	16,000	150,000	10,000	2,000	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK, 4" & UP	.....	.....	.....	2,000	.....	15,000	140,000	19,000	4,000	.....	.....	.....
NO. 2 COM. QRTD. WHITE OAK	.....	.....	.....	.....	.....	.....	126,000	.....	.....	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK STRIPS	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....	.....	.....
1ST & 2ND PLAIN WHITE OAK, 6" & UP	.....	.....	.....	3,000	22,000	15,000	.....	.....	.....	44,000	4,000	.....
NO. 1 COM. PLAIN WHITE OAK, 4" & UP	.....	.....	.....	2,000	2,000	.....	50,000	.....	.....	2,000	10,000	.....
NO. 2 COM. PLAIN WHITE OAK	.....	.....	.....	.....	.....	2,000	60,000	2,000	.....	.....	.....	.....
1ST & 2ND PLAIN RED OAK, 6" & UP	.....	.....	.....	.....	2,000	15,000	152,000	28,000	.....	10,000	.....	.....
NO. 1 COM. PLAIN RED OAK, 4" & UP	.....	.....	.....	.....	.....	55,000	30,000	4,000	18,000	.....	.....	.....
NO. 2 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	.....	7,000	.....	.....	.....	.....
NO. 3 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
OAK CORE STOCK	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
1ST & 2ND RED GUM, 6" & UP	.....	.....	30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000	.....	.....
NO. 1 COM RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	48,000	56,000	15,000	.....	.....	.....
NO. 1 COM. & BTR. FIGURED RED GUM	.....	.....	.....	.....	.....	.....	50,000	12,000	.....	.....	.....	.....
1ST & 2ND SAP GUM, 6" & UP	.....	20,000	11,000	9,000	13,000	35,000	49,000	53,000	2,000	2,000	5,000	3,000
1ST & 2ND SAP GUM, 18" & UP	.....	.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....
BOX BOARDS, 13-17	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
NO. 1 COMMON SAP GUM, 4" & UP	4,000	.....	11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000	.....	.....
NO. 2 COMMON SAP GUM	.....	.....	.....	.....	16,000	6,000	209,000	.....	11,000	2,000	.....	.....
NO. 3 COMMON SAP GUM	.....	.....	.....	.....	.....	.....	30,000	40,000	.....	.....	.....	.....
CLEAR SAP GUM STRIPS	.....	.....	.....	.....	.....	.....	16,000	.....	.....	.....	.....	.....
NO. 1 COMMON ASH	.....	.....	.....	.....	.....	.....	.....	.....	3,000	5,000	.....	.....
LOG RUN CYPRESS	.....	.....	.....	.....	.....	.....	.....	.....	.....	78,000	.....	.....
LOG RUN ELM	.....	.....	.....	.....	.....	.....	.....	.....	3,000	30,000	.....	.....
TUPELO GUM BOX BOARDS, 13" TO 17"	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
COMMON & BETTER TUPELO GUM	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
LOG RUN HICKORY	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,000	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 60% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4".
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s.
1 car 5/4" No. 1 Common.
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/8" No. 1 Common.
2 cars 3/2" No. 1 Common.
½ car 5/8" No. 2 Common.
1 car 3/4" No. 2 Common.
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common Red.
1 car 4/4" No. 2 and 3 Common.

Memphis Saw Mill Co.

Memphis Tennessee

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¼" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

We want your lumber inquiries.
We want your lumber orders, today, tomorrow, next year.
We have some customers that we have served for o v e r t w e n t y years. Why not you?
We have all of our money and over twenty years of our life tied up in this business and we cannot afford to throw you down.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

THERE'S A REASON

Louisville Hardwoods

are being bought in larger quantities than ever before.

More buyers of importance are getting quotations from LOUISVILLE than ever before.

More cars are moving out of LOUISVILLE yards, in QUARTERED OAK, PLAIN OAK—RED and WHITE, POPLAR, ASH, COTTONWOOD, GUM, CHESTNUT, MAHOGANY and VENEERS than ever before.

There's a Reason

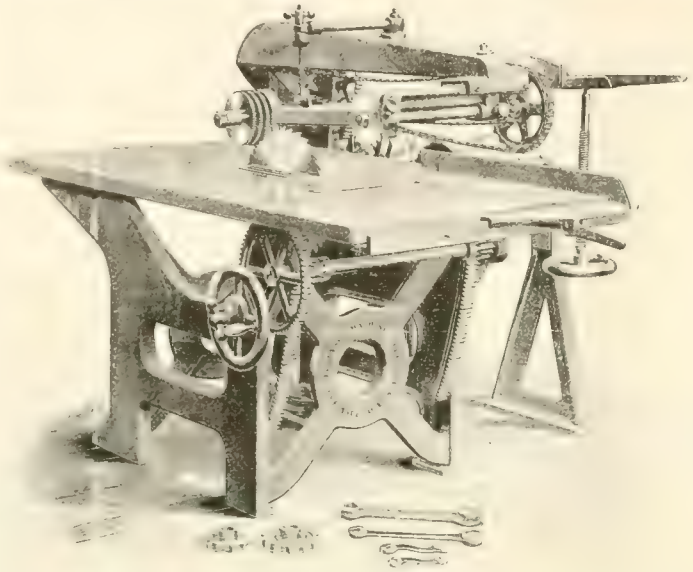
ANY OF THE FOLLOWING WILL OUTLINE IT. ASK THEM.

W. P. BROWN & SONS LUMBER CO.
EDWARD L. DAVIS LUMBER CO.
OHIO RIVER SAW MILL CO.
NORMAN LUMBER & BOX CO.
BOOKER-CECIL CO.
C. C. MENGEL & BRO. CO.
LOUISVILLE POINT LUMBER CO.
LOUISVILLE VENEER MILLS

You Will Make No Mistake in Choosing

DEFIANCE

Wood-Working Machines



NO. 3 POWER FEED RIP SAW



28" BAND SAW

As Your Standard Equipment

It often happens that a higher first cost means lower cost at the termination of a few months' wear.

The cost of producing results that are right is an accomplishment that warrants the installation of the best tools available regardless of their price.

DEFIANCE tools have a natural tendency toward high class production. Address Dept. A for full particulars and prices.

THE DEFIANCE MACHINE WORKS
DEFIANCE, OHIO
EXHIBIT AT 1219 WASHINGTON BOULEVARD, CHICAGO



THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

VENEER CONSUMERS

BEFORE PLACING CONTRACTS ON ORDERS FOR 1912
SEE WHAT CINCINNATI DEALERS HAVE TO OFFER

CINCINNATI The Leading Veneer Market of the World

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

After January 1st we will have a large new line of

FIGURED MAHOGANY
CIRCASSIAN WALNUT
CURLY BIRCH
QUARTERED GUM
ROSEWOOD
QUARTERED OAK

AND ALL KINDS OF PLAIN VENEERS

Old Stock Will Be Disposed of at Greatly Reduced Prices

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

LET US FIGURE WITH YOU FOR YOUR REQUIREMENTS IN OAK AND GUM. WE SHIP DIRECT FROM OUR ARKANSAS, MISSISSIPPI AND LOUISIANA MILLS.

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:

Winton Place, Cincinnati, Ohio

Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

CINCINNATI
THE GATEWAY OF THE SOUTH

EDWARD BARBER, PRES. ALFRED HOWARD, SEC'Y-TREAS.

THE HOWARD & BARBER LUMBER CO.
(309 PROVIDENT BANK BUILDING)

EXPORTERS
CASH BUYERS OF WAGON OAK PLANK AND FREE OF HEART SCANTLINGS

INSPECTION AT SHIPPING POINT. CORRESPONDENCE SOLICITED.

WE HAVE our own yard in Cincinnati and excellent mill connections in the South.

We have been closely associated with Southern hardwoods for years, and can guarantee that our stock will please you.

Write us for anything in southern hardwoods.

U. A. CARRIER
Hopple Street and C., H. & D. R. R., Cincinnati, O.

DUHLMEIER BROS.
SOUTHERN HARDWOODS
CINCINNATI, • OHIO

Headquarters for

POPLAR OAK
CHESTNUT GUM
BASSWOOD ASH

AND

ALL HARDWOODS
AIR OR KILN DRIED
LARGEST, MOST MODERN
DRY KILN IN WORLD

We Make a Specialty of Milling Our Stock to Suit Your Needs

The M. B. Farrin Lumber Co.
Cincinnati, Ohio

WANTED
Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company Cincinnati, Ohio

CINCINNATI
THE GATEWAY OF THE SOUTH

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4 No. 1 and Panel Gum, 21 to 25"
1 car 4/4 No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed
POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

MOWBRAY & ROBINSON

SPECIALISTS IN
OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

RED CEDAR

Let us know when you need any,
we handle the best that grows
also
HARDWOODS
of all kinds

GEORGE LITTLEFORD,
CINCINNATI

L. W. RADINA & CO.

DEALERS IN
POPLAR AND HARDWOODS

CINCINNATI : : OHIO

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

SWANN-DAY LUMBER COMPANY

Rough and Dressed Lumber - Ties, Staves and Box Shooks

OUR SPECIALTIES:
POPLAR, OAK, CHESTNUT AND HEMLOCK

Poplar Bevel Siding, Ceiling and Flooring—Mixed Cars a Specialty

GENERAL SALES OFFICES: 1005-1006 Second National Bank Bldg., CINCINNATI, OHIO
SHIPPING OFFICES: Clay City, Kentucky
MILLS IN KENTUCKY: Jackson, Beattyville and Clay City



NOW IS THE TIME TO PLACE YOUR ORDERS FOR ATKINS CIRCULAR SAWS

There is no other Saw made of as fine material—nor none so scientifically made. Specify and insist on the genuine and see to it that our name is on the Blade. Accept no substitute.

ATKINS SILVER STEEL SAWS

Silver Steel is famous because it is very tough and very fine. The points will take a sharp, keen, cutting edge and retain it for a remarkably long time. On account of this toughness, the teeth swage nicely and do not break off. SILVER STEEL Saws run longest, with least possible attention.

Inserted Tooth Saws

Drop Forged, Milled, Tempered properly and carefully finished, they last where others go to pieces.

Try Atkins Inserted Tooth Saws, Points and Holders. There are none which will give you as good results.

Atkins Always Ahead

BAND, CROSS-CUT and all other Mill Saws.

SAW FITTING TOOLS
MACHINE KNIVES

COVEL AUTOMATIC FILING ROOM MACHINERY.

Place your orders now for delivery when ready. If you have trouble in getting them through your regular source, then write to the nearest address below.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND. **CANADIAN FACTORY, HAMILTON, ONT.**

Branches: Memphis, Atlanta, New Orleans, Chicago, Minneapolis, New York, San Francisco, Seattle, Portland, Ore. VANCOUVER, B. C.

BUFFALO

The Foremost Hardwood Market of the East

G. ELIAS & BRO.
Buy and Carry Large Quantities of
ALL KINDS OF HARDWOODS
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD LUMBER
1142 SENECA STREET

I. N. Stewart & Bro.
Specialties:
CHERRY AND OAK
892 ELK STREET

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH, and CHESTNUT
1075 CLINTON STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Anthony Miller
HARDWOODS OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH, AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm, Brown Ash
PACIFIC COAST FIR and SPRUCE
2 ARTHUR STREET

NEW YORK

LEADING MANUFACTURERS AND JOBBERS

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.
PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

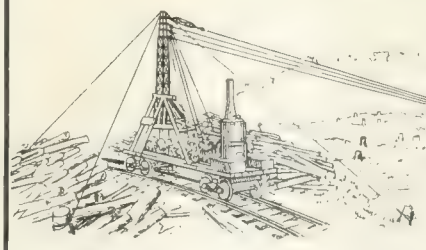
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PLAIN OAK	ELM
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COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

SHORT
on
Maple, Birch, Beech or Basswood
?
For **quick shipment** write
C. H. Swift and Sons, Inc. Utica, N. Y.
WE WHOLESALE ALL KINDS OF HARDWOODS

The CHEAPEST HARDWOOD LOGGING
IS DONE WITH
LIDGERWOOD CABLEWAY SKIDDERS



LIDGERWOOD MFG. CO.
96 Liberty Street, New York

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THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

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We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

TOMB LUMBER COMPANY

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WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

IF YOU WANT QUALITY

OAK — CHESTNUT — POPLAR

LET US HAVE YOUR INQUIRIES

J. S. KENT CO., PHILADELPHIA

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

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Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT: 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

Attention of Box Makers and Furniture Manufacturers

"We Will Not Mix Grades"

We must move quick and will sell cheap No. 2 common Gum: Four cars of 8s, two cars of 6s, three cars of 5s.

HADENTINE LUMBER COMPANY

6th and Penn Streets, Camden, N. J.

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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CONTINENTAL BUILDING.

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LEADING MANUFACTURERS AND JOBBERS

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Hardwood Flooring

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds)

OAK
White and Red, quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

WE HAVE IT

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER OF

HARDWOODS

ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy

Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock — A line brings price by return mail

WRITE NOW—NOT TOMORROW

GENERAL OFFICES JOHNSTOWN, PA. — NEW YORK OFFICE NO. 18 BROADWAY

FOR SALE

CHESTNUT

4/4 1s & 2s	61035'
4/4 No. 1 Com.	83705'
4/4 Shop	41113'
4/4 S. W. No. 2 Com.	443815'
4/4 Qtd. C. & B.	8960'
4/4 No. 2 Com.	62924'
5/4 S. W. & No. 2 Com.	24662'
6/4 S. W. & No. 2 Com.	16200'

MISCELLANEOUS

4/4 Basswood, L. R.	48800'
4/4 Buckeye	22838'
4/4 Ash, L. R.	13760'
4/4 Birch	9920'
4/4 Maple, L. R. Hard	80000'
6/4 Hickory, L. R.	19843'
4/4 Locust, L. R.	2500'
4/4 Maple, L. R. Soft.	36000'
8/4 Maple, L. R. Soft.	36000'
6/4 Maple, L. R. Hard.	16000'
10/4 Maple, L. R. Hard.	32000'
8/4 Maple, No. 1 C. & B. Qtd.	65000'
4/4 Action Maple	80000'
6/4 Birch, L. R.	32000'
4/4 Birch, Good 2 Com.	32000'
4/4 1s & 2s Birch	50000'
8/4 1s & 2s Birch	16000'
5/4 L. R. Basswood, MCO	32000'

Sole Sales Agents for HADDOCK-FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Street PHILADELPHIA, PA.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

PALMER & PARKER CO.

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CIRCASSIAN WALNUT

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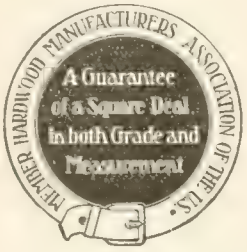
MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

LITTLE RIVER LUMBER COMPANY

TOWNSEND, BLOUNT COUNTY, TENN.



We are specializing in **good, tough mountain White Ash**, cut in any thickness from 8/4 up, and in any widths desired.

Another specialty of ours is **special thicknesses and widths** of high-class **Yellow Poplar.**

You know about our very **superior mountain Red Oak.** We are not securing a large quantity of oak this year, but what we have is unusually fine. The widths are good, and the logs are cutting largely firsts and seconds, which is being sawed to 5/4, 6/4 and 8/4.

Let us have the pleasure of figuring with you on your requirements, with the assurance that when you buy of us you get **Quality of Timber, Manufacture and Grade.**

WE start the new year with two and one-half million feet of Poplar and Oak on our yards at Cairo and Brookport, Illinois, and also have a good stock of Red and Sap Gum at our mill. Practically all of this stock is ready for immediate shipment. We will continue to specialize in thick Poplar.

While we have never claimed to carry the largest stock of plain and quartered Red Oak, our customers have learned by experience that there is none better. Our genuine forked leaf, quartered White Oak, has always given perfect satisfaction.

We would take pleasure in showing you through our yards.

FAUST BROTHERS LUMBER COMPANY

Sales Office
1657 Monadnock Block
CHICAGO, ILLINOIS

Main Office
PADUCAH, KENTUCKY

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES

TAYLOR & CRATE
Buffalo, N. Y.

FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

We Must Move Soon

25 cars 1″ 1st & 2nd Sap
Poplar, widths 6″ to 12″

LET US QUOTE YOU

Russe & Burgess, Inc.

MEMPHIS, TENN.

OAK FLOORING

Kiln-Dried
Polished



Hollow Backed and Bundled

CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

SPECIAL OFFER

50,000′ 1¼″ 1st & 2nd Cl. Red Gum.
100,000′ 1¼″ No. 1 Common Red Gum.
100,000′ 1½″ No. 1 Common Red Gum.
20,000′ 2½″ No. 1 Common Red Gum.
50,000′ 3″ 1st & 2nd Cl. Red Gum.

ALL TWO YEARS OLD AND OLDER

Write Us for Prices on Anything in Hardwood Lumber

148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, FEBRUARY 10, 1912 No. 8

Editorial Comment

General Market Conditions

A very anomalous situation obtains in the hardwood market at the present time. There is a remarkable shortage of many items of stock, especially of No. 1 common and better, and the general volume of trade is excellent, but the price situation is one that defies analysis. There is a variation of from three to six or seven dollars a thousand in the prices asked and received for various alleged grades of lumber sold. This can only be accounted for by a deficiency in standard of grade. Undoubtedly until grades are more fully standardized, values will show the same erratic conditions.

One feature that looks good is an increased demand at better values for low-grade stock of many varieties of hardwoods, and the surplus in the lower grades is being rapidly cleared up.

Buyers have evidently awakened to the fact that if they are to have lumber with which to conduct their various enterprises, it will be wise for them to get their orders placed, and the stock in their possession.

In brief, the hardwood market situation is excellent as to volume, and very erratic as to grade and price, and it is very difficult to establish anything that will determine what constitutes hardwood sales values at the present time.

Coming Association Meetings

There are only two important meetings scheduled for the near future that would naturally attract the attendance of the hardwood element. The first of these is the annual meeting of the Lumber Sales Managers' Association, which will be held at the Auditorium Hotel, Chicago, on Thursday and Friday, February 15 and 16. The committee in charge of the program for this meeting insists that no one having lumber sales in charge can afford to miss it. Matters of paramount importance in the development of correct sales methods will come up at this meeting. For a more distinct study of the objects of this organization, and the prospects of what can be accomplished through it, readers are referred to the address of Acting President F. L. Brown, which will be found in connection with the report in this issue, of the meeting of the Hardwood Manufacturers' Association of the United States. It is a strong, straight-from-the-shoulder talk on the subject of the good ethics in marketing lumber. Beyond question the meeting should bring out a very large attendance of sales managers and others interested in the marketing of forest products.

The other important meeting is that of the National Wholesale Lumber Dealers' Association, which will be held at the Seelbach Hotel, Louisville, Ky., on Wednesday and Thursday, March 6 and 7, with the Louisville Lumbermen's Club as hosts. To this meeting is invited every hardwood manufacturer, dealer and wholesale consumer who is interested in the unification of hardwood inspection rules, because if this desideratum is brought about, it apparently will come through the efforts of this sterling eastern organization, which seemingly is holding out the olive branch to all interested in hardwood affairs to get them together and standardize hardwood grading rules. Hardwood men will be repaid by making no inconsiderable sacrifice, if necessary, to be present at this meeting.

The Oak and Chestnut Situation

On the Monday of last week, previous to the meeting of the Hardwood Manufacturers' Association at Cincinnati, a special meeting was called of manufacturers interested in oak and chestnut production, regardless of their alliance with any of the associations. Present at the meeting were fifty or sixty leading operators, and while the meeting was an executive one, it developed, from a comparison of individual opinions, that oak and chestnut stocks were very short, and that neither wood was commanding a price that a short supply and good demand warranted, to say nothing about the intrinsic merits of the woods.

A committee was appointed to more fully analyze the situation, and this committee's report urged an attempt for a closer cooperation between oak and chestnut manufacturers. It was suggested that data be obtained to demonstrate the exact conditions of oak and chestnut, as to the kind and various thicknesses and grades in stock, both dry and green; also the quantity involved

FEB 13 1912

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year, in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

in orders now booked; and that an estimate be obtained as to the quantity of the 1912 output. It was further suggested that the prices being obtained by various participants in this movement be secured and incorporated with this information.

On motion, the National Wholesale Lumber Dealers' Association, an independent organization not affiliated with either of the national hardwood organizations, through its secretary, was asked to secure, collate and distribute this information to the various oak and chestnut dealers participating in supplying it. It was urged that every oak and chestnut manufacturer in the country be asked to give this data.

E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, accepted the task assigned him, and therefore will make the attempt to secure, compile and distribute the information. Those familiar with the task of gathering statistics of this sort must at once recognize that Mr. Perry has a very arduous task ahead of him, but with his thorough-going methods he will very likely secure a mass of information that will be of no inconsiderable value to the producers of these two woods.

Beyond question the net result will be very incomplete, but the information will make a base for an estimate that should prove of much value.

Universal Hardwood Inspection

Away back yonder in the old days of controversy between the hard money and greenback elements, there was a current anecdote about an old darkey in the South-country being questioned as to his opinion of the money question, and especially his preference as to hard money or green backs.

The old fellow scratched his woolly head a moment, and replied: "No sah, boss, I doan know much about this heah money question, and I doan cyar whether we has soft money or ha'd money, but there am one thing right sho' with this heah nigger, that he does want the question settled, coz he am plumb tired of bein' broke."

At the meeting last week of the Hardwood Manufacturers' Association at Cincinnati, at which were present prominent speakers not only representing the association itself, but from practically every other association and unassociated interest in the hardwood industry, there was a remarkable unanimity of opinion, that the one essential thing for the betterment of hardwood conditions was the establishment of a single basic standard of hardwood inspection.

Every man seemed to be of the opinion of the old darkey, that he did not give a rap what kind of an inspection it was, but he wanted the question settled, because he was tired of being broke.

Lumber Trade Conditions Abroad

Hardwood Record is in receipt of a circular from the Department of Commerce and Labor, Bureau of Manufactures, Washington, D. C., announcing that one Emil P. Secker has been appointed commercial agent of the Department of Commerce and Labor, to make investigations with respect to trade conditions in the lumber industry in foreign countries. It says that Mr. Secker will make certain preliminary investigations in the United States covering a period of about six weeks, with a view to securing information which will aid in his investigations abroad; that he has been authorized to visit Baltimore, Pittsburgh, Cincinnati, Chicago, Wausau, Wis., St. Louis, Memphis and New Orleans, to confer with trade organizations and others interested in the trade in question; and that after these preliminary investigations are completed, Mr. Secker will go abroad, and his report will be published by the Bureau of Manufactures.

Without any disrespect to the good intentions of the Department of Commerce and Labor, or without impugning the ability of Mr. Secker to investigate and report upon the lumber conditions that he finds abroad, it is certain in the mind of practically every man interested in the exportation of American lumber that the one thing that he does not want done is this proposed pilgrimage of the emissary to foreign lands, and the miscellaneous publication of the information he acquires to the trade at large.

The legitimate lumber exporters of the United States have spent hundreds of thousands of dollars in acquiring the information that Mr. Secker is being sent forth to gather, and as a result of this expenditure, they have established close commercial relations with the majority of legitimate handlers of American lumber abroad. Very few exporters have ever grown rich in this trade, but it is a calling that requires long experience, close study, diplomacy, and an accurate knowledge of a more diversified character than has ever been realized in the handling of lumber at home. If, by any possible chance, there were an opportunity to broaden this field of distribution, the present coterie of American hard and soft wood exporters would know how to accomplish it. They do not.

The foreign lumber trade is a comparatively limited one, and unless the government of the United States, through its Department of Commerce and Labor, wants to absolutely demoralize the present fairly satisfactory export lumber trade of the country, it had better employ Mr. Secker on some other job.

The bane of the foreign lumber business is the consignment evil, and just so sure as the Department of Commerce and Labor, through its Bureau of Manufactures, turns loose a specific report of names, addresses, uses and general conditions of lumber abroad, that may be discovered by an investigator, so sure will the consignment evil be multiplied, and the export lumber business of this country be absolutely put to ruin. If there is any influence that can be brought to bear on the Department of Commerce and Labor, let it be urged not only by every exporter, but by other lumber manufacturers, to keep Mr. Secker on this side of the Atlantic.

The Louisville Hardwood Club

invites you to attend the annual convention of the

National Wholesale Lumber Dealers' Association

which will be held at the

Seelbach Hotel, Louisville, Kentucky

On Wednesday and Thursday, March 6 and 7, 1912

New President Hardwood Manufacturers' Association

In the selection of W. E. DeLaney of the Kentucky Lumber Company, Cincinnati, as president of the Hardwood Manufacturers' Association of the United States, at its meeting last week, the organization exhibited the best possible judgment.

Primarily, Mr. DeLaney is a lumberman—not an academic lumberman—but a real, genuine, Simon-pure lumberman, who commenced work at the bottom of the ladder and has gained the practical experience of every phase of the hardwood game from the stump to the consumer, by dint of hard work and hard knocks. He is thoroughly democratic, and is as approachable as a corner policeman. After five minutes' acquaintance the man who doesn't call W. E. DeLaney "Bill" is not doing the right thing.

Mr. DeLaney is not given to sophistry or evasion, but is a straight, out and out man, loyal not only to his friends but to the

great hardwood industry in which he has attained so much prominence and distinction. He is not particularly gifted as an orator, but every time he talks he says something, and there is no mistaking what he means.

Like his predecessor, W. B. Townsend, he is a strict advocate of the hardwood lumber business being done on the level. He is a believer in one standard, and when he sells a man a thousand feet of lumber of a certain grade, the buyer can make up his mind that he is going to get exactly what he bought in both quantity and grade.

To "Bill" DeLaney a spade is a spade, and that is the information a man will get from him whether he is a friend or a foe. His enthusiasm, his specific knowledge of the calling, his integrity, his courage and his forcefulness should do wonders for not only the Hardwood Manufacturers' Association of the United States, but for the entire hardwood trade of the country.

These observations concerning Mr. DeLaney in no wise reflect on the good work that has been accomplished by Mr. Townsend, his predecessor, but it must be recalled that during the incumbency of Mr. Townsend, he has been a man very much over-loaded with handling out his multitudinous enterprises; has been in bad health for a large portion of the year, and it has been utterly impossible for him to give close attention to the necessary details of the office of president of the association. In spite of this, he has done efficient work for the organization.

Auto-Hypnotism

HARDWOOD RECORD has not the least appreciation of what this remarkable compound word means, but this is the heading of an encouraging editorial in last issue of Hampton's concerning the business situation. This magazine says that the business year of 1912 is ushered in with some indications that the strange auto-hypnotic condition of the business world is giving way to a more normal state of affairs. From beginning to end the last year was marked by a determined effort of certain powerful spokesmen of business —big business, especially—to convince themselves and everybody else that things had either arrived at the bow-wows, or were surely on the way thither.

When the season's crop report arrived, indicative of a bumper cotton and grain crop, the statisticians were denounced, and when the figures were shown to be accurate, the calamitists protested that big crops were calamitous anyhow. In spite of acclamation that trade had gone to smash, the end of the year showed a large gain in foreign commerce. The reply was that a big business had been done abroad because the country had been selling things for less than cost, and hence the more sold the poorer the nation became.

In short, there has been insistent effort to convince everybody that this country was in a hopelessly bad condition, but despite all, the round-up of the year brought unmistakable evidence that the reverse was true.

In spite of the fact that American banking interests loaned vast sums to Germany during its war scare, there was still a big credit balance abroad. The end of the year found conditions such, that in spite of the prophecy of disaster, everyone is compelled to admit that business isn't so "rotten" after all.

The efforts to convince everybody of ruin has been practically hopeless. The new year opens with a feeling of hopefulness and even confidence, which the impendency of a national election does not seem likely to dissipate. The outlook is toward steady betterment. Auto-hypnotism is really losing its power of terror.

Annual National Hardwood Lumber Association

At a meeting of the board of managers of the National Hardwood Lumber Association, held on January 17, the date for the forthcoming fifteenth annual convention has been fixed for Thursday and Friday, June 6 and 7, at Chicago, agreeable to the acceptance of an invitation tendered at the last annual meeting at Memphis.

Chicago's central location, its surpassing climate at that time of year, the large element of the association centering in this market, will all contribute to bringing out by far the largest attendance that was ever present at one of these meetings.

Chicago lumbermen will certainly leave no stone unturned to give the visitors a most royal entertainment, and will spread themselves in making this the most notable convention that has ever been held by the National Hardwood Lumber Association.

Germany's Method of Handling Its Foreign Trade

A perusal of the leading article in the Century Magazine for February is commended to HARDWOOD RECORD readers. It involves a story of the system by which the German government handles its foreign trade, and recites that the present position of that government is the marvel of the age.

The involved and scattered methods for the development of foreign trade by the United States, through its Department of Commerce and Labor and other bureaus, is nothing to be compared with the system of the German Foreign Office. To this division of the German government come reports from all over the world—made by ambassadors, ministers, consuls and special commercial agents. Here are also considered the many recommendations from chambers of commerce, requesting this or that action or making protest against this or that alleged discrimination against foreign trade in various lands, and tendering much valued advice in matters of diplomacy.

The German system of fathering and assisting the foreign sale and distribution of goods made in Germany is a marvel of scientific and efficient management.

Think these comparative figures over: In 1880 the population of Germany was 46,000,000, and it had a foreign trade of $1,430,000,000, or $31 per capita. At this same time the United States had a population of 50,000,000 and a foreign trade of $1,600,000,000, or $32 per capita, while the United Kingdom had a population of 35,000,000 and a foreign trade of $3,500,000,000, or $100 per capita.

Then turn to 1910: Germany's population had grown to 64,000,000, with a foreign trade of $3,960,000,000, or $62 per capita, while the United States had a population of 90,000,000, with a foreign trade of $3,300,000,000, or only $37 per capita, and the United Kingdom had a population of 44,000,000, with a foreign trade of $5,500,000,000, or $126 per capita. In other words, with a twenty-five per cent increase of population the United Kingdom has increased its foreign commerce twenty-five per cent per capita; the United States, with an eighty per cent increase of population, has increased its foreign trade only fifteen per cent per capita; while Germany, with a forty per cent increase of population, has increased its foreign trade by one hundred per cent per capita.

At this rate of increase, based entirely on scientific efficiency, how long will it take Germany to control the markets of the world in its manufactured products?

General Lumber Publicity

HARDWOOD RECORD wishes that every lumberman interested in the possibilities of general publicity pertaining to lumber would purchase a copy of McClure's Magazine for February, and refer to the white pine advertising page of the Northern White Pine Manufacturers' Association of Minneapolis. This advertisement is doubtless intended to stimulate the purchase of white pine and Norway pine.

What HARDWOOD RECORD wishes to ask its lumber readers is to carefully analyze the question of whether in their opinion this advertisement "spells" anything toward increasing the consumption of these woods, or is it not rather an exhibition of the talent of an advertising agent to market "blue sky" at a substantial price? It is only guesswork, but the character of the copy would seem to trace its authorship back to the advertising genius who has been the almoner and guide of certain people prominently interested in the campaign of general lumber advertising, for which the National Lumber Manufacturers' Association stands sponsor.

It is to be trusted that the Northern White Pine Manufacturers' Association will eventually issue a report on the actual specific results that are attained by this system of magazine publicity, and let the remainder of the trade have the benefit of the information.

Pert, Pertinent and Impertinent

Life, What's It to You?

To the lawyer life's a trial.
To the doctor life's a patient
That needs treatment right along.

To the soldier life's a battle,
To the teacher life's a school;
Life's a good thing to the grafter,
It's a failure to the fool.

To the man upon the engine
Life's a long and heavy grade,
It's a gamble to the gambler,
To the merchant life is trade.

Life's a picture to the artist
To the rascal life's a fraud;
Life perhaps is but a burden
To the men beneath the hod.

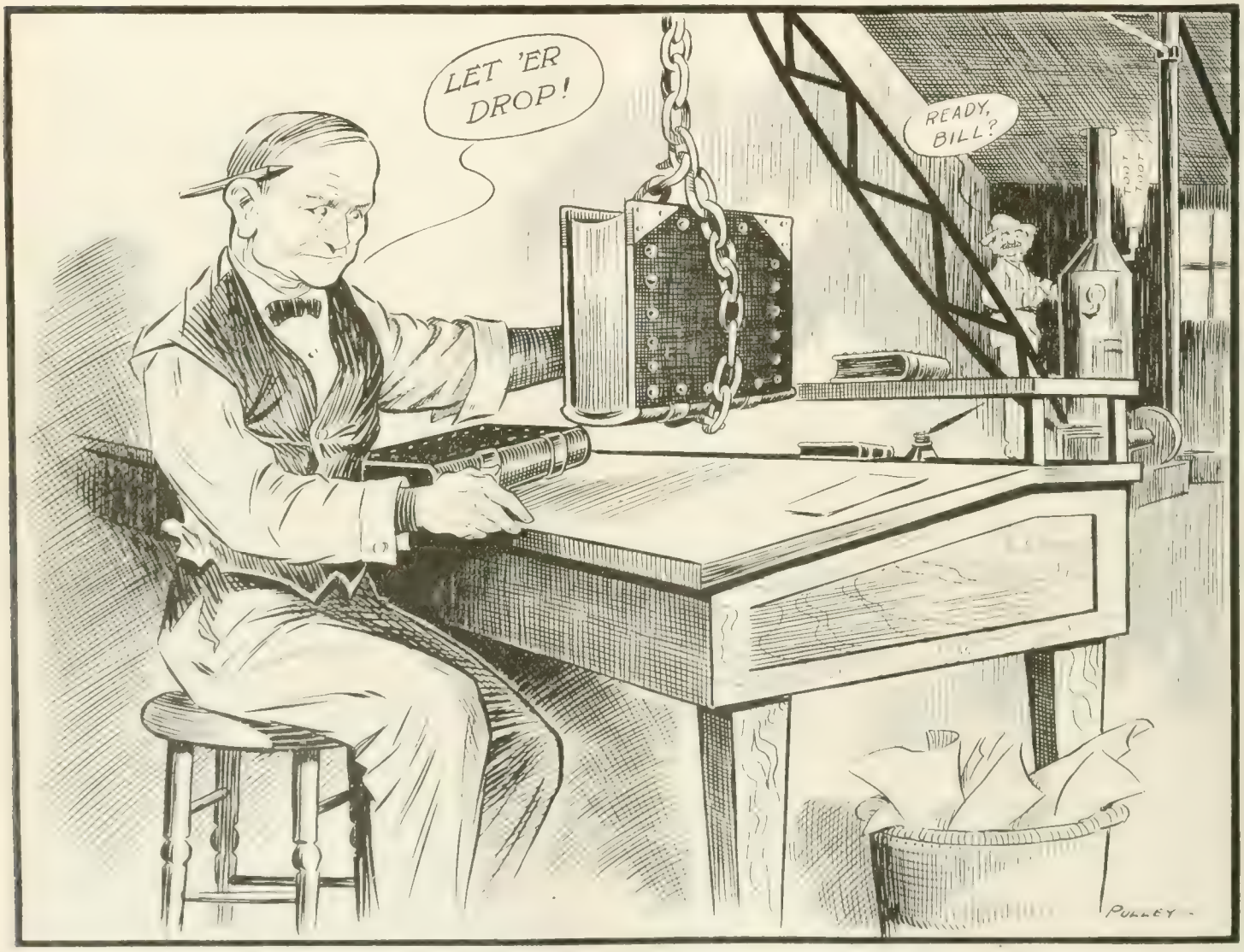
Life is lovely to the lover,
To the player life's a play,
Life may be a load of trouble
To the man upon the dray.

Life is but a long vacation
To the man who loves his work
Life's an everlasting effort
To shun duty to the shirk.

To the heaven blest romancer
Life's a story ever new;
Life is what we try to make it—
Brother, what is life to you?

Some people govern from a mere passion for governing; others in order not to be governed. To the latter it is only the lesser of the two evils.—*Nietzsche.*

A RADICAL NECESSITY



Sets of Steel Reinforced Books of Account, for Use in Steel and Concrete Fireproof (?) Buildings

Had Proof of It

Marriage

Rock Me to Sleep

flight!
Mother, come back with the soap as of old,
Dig in my ears while my chin you still hold,

A Jolt to Romance

Hollow, you have a look of my hair, haven't you?"

No, to my heart.

See if you can match it in some puffs when you go downtown."

The prospect of everlasting life looks a good deal better to the average man than an everlasting sermon sounds.

Hardwood Manufacturers

The tenth annual convention of the Hardwood Manufacturers' Association of the United States was held at the Hotel Sinton, Cincinnati, O., on January 30 and 31. It was a meeting that called out the usual large attendance of hardwood manufacturers allied with the organization, and notably in the region south of the Ohio river, to the number of about five hundred.

The first session was called to order at eleven o'clock, January 30, by President W. B. Townsend.

Edward Colston of Cincinnati, law partner of Governor Judson Harmon of Ohio, was introduced and made an address of welcome on behalf of the governor, who was detained at Columbus on account of the presence there of President Taft. Mr. Colston made a very interesting and able address in which he said that he thought the business interests of the country were too much afraid of the law; that they also gave too much attention to what is going on in Wall street and Washington. He believed that law and business ought to go hand in hand. He believed there were too many lawyers in the houses of Congress who attempt to make laws on business subjects concerning which they know very little.

J. M. Manley, civic secretary of the Cincinnati Business Men's Club, presented a speech of welcome on behalf of that organization, which was followed by a brief speech of welcome by Cliff S. Walker, made in behalf of Samuel W. Richey, president of the Lumbermen's Club of Cincinnati.

An eloquent response on behalf of the association was made by Frank F. Fee of Little Rock, Ark.

President's Address

President Townsend then delivered his annual address:

Gentlemen of the convention, the tenth annual meeting of the Hardwood Manufacturers' Association of the United States meets for the third consecutive time in this, a city peculiarly adapted to the holding of the annual meetings of this important association.

Today finds us with one more year of experience in our association work behind us, and the lessons it has taught, and in reviewing the accomplishments of the year's work done, many important problems have been presented during the year just closed and most of them have been satisfactorily solved. A year ago we set a very high standard as our line of endeavor, and through the untiring and earnest endeavor of our executive board and executive committee, a vast amount of work has been done that is sure to be of permanent benefit to the members, and it is most fitting that I should call special attention to the untiring zeal, energy and devotion to their work, frequently at great sacrifice, by the splendid gentlemen who made up the membership of your executive board. Certainly the association is to be complimented by reason of its efficiency along these lines, and as a result we start on our eleventh year better equipped to battle with the intricate problems that confront us than ever before. I want to thank the various committees who have met during the year, for their hearty co-operation, and assure them and you that but for their labor and sacrifice much would have been left undone, also their earnest, honest endeavor has not only contributed greatly towards making the year's work a success, but has made a pleasure what otherwise would have involved much hard work on your president. Much, however, still remains to be done, and I earnestly solicit for your new president the most hearty support and co-operation of the individual members in this important work.

Problems are only solved by careful, earnest study, and it is most fortunate for some of us that much learning, or a college degree is not necessary to solve a great problem. Many inventions and intricate problems have been solved by people with only a common school education or who have educated themselves.

Garfield read his books as he walked the towpath, and Lincoln studied by the light of a pine knot.

Every nation has its problems. Every state has problems and every century, yes, every decade, new problems, and every association its problems. Will we all help?

The world is struggling to grow better—will we struggle to improve our association conditions? We have been improving the breed of our horses and cattle, and are now studying to improve the breed of our children, and are studying conditions, and teaching intensive farming. Will we, as an association, study and learn how to so improve our manufacturing conditions that we can supply a greater percentage of high grade or sought for stock out of the inferior tree, than our predecessors produced from a vastly superior tree?

I covet for this association that its members, through honest, earnest and intelligent co-operation, may in the not far distant future, produce and manipulate from the forests a product that will be so uniformly attractive and desirable that substitution, kicks and mixing of grades will be unheard of.

This is an age of problems, new, strange and perplexing; the solution will be far reaching. Such an age gives an opportunity for great mischief to be done. Are the yellow press and the muck-raking magazines patiently and laboriously searching into the burning questions today? Not for a minute. They are noise makers, not problem solvers, and they are hunting a lumber trust.

Association people must bear this in mind and be prepared to tackle emergencies, for the reason, if we do not solve our problems rightly, some one will solve them wrongly, hence the necessity of co-operation, and this is where the real benefit of association work tells. Not each one depend on the other fellow, but exactly the opposite, is co-operation.



W. E. DELANEY, PRESIDENT

[illegible] right now. If we have failed to accomplish that which we have set out to do, let us investigate and see if the result is not due to lack of team work.

Our association has a place all its own, in some respects unique, by reason of the fact that much work, many important things, if not done by this association, will not be done at all.

"But as to the benefits to its members." In order that the best results may be obtained, it is essential that the members take a personal interest in its work and the meetings. Their presence and their counsel will



J. H. HIMMELBERGER, MOREHOUSE, MO., FIRST VICE PRESIDENT



C. M. CRAWFORD, COAL GROVE, OHIO, TREASURER



LEWIS DOSTER, CINCINNATI, OHIO, SECRETARY

materially assist in the accomplishment of the important work to be done.

Our bureau of grades has done a noble work this year as all will testify who have availed themselves of its benefits. We don't grade for shipment or at point of origin, except for export, but the work done at the mills, called mill instruction and the reinspection system, have been of great benefit to our members.

This is a very important feature of our work as you well know. Fairness and honesty with respect to it is the only proper course and that is what our association stands for—in fact a "square deal" is our motto, and by reason of this principle we are sure to continue to be successful and be of lasting benefit to our members.

We frown on all forms of trickery and protest most emphatically against the mixing of grades, and all other forms of dishonest practice. A year ago we opened an aggressive campaign against this pernicious practice of mixing grades, and have made it unpopular to such an extent that the reputable manufacturer of today will not accept an order from a dealer who specifies to have certain grades, well mixed in loading.

Also, an earnest and honest effort was made by this association this year looking to the establishment of one set of grading rules or a single standard of inspection, and a conference at Chicago in September, and another at a later date in Louisville, Ky., was held for that purpose. It developed the fact that a board or a plank had two sides and the further fact that the interests of all were not identical, the conference was adjourned without accomplishing the purpose for which it was called. I am of the opinion, however, that before long, sooner than we now think, this one single standard will be adopted, provided the manufacturers of hardwoods co-operate in a sincere and earnest endeavor with that object in view. This association will at all times use its best endeavor for the accomplishment of this end, if it can be done without the sacrifice of the basic principle which would inure to the detriment of the trade generally.

Our membership in point of numbers is most satisfactory, having gained prominent manufacturers during the year and the most cordial support of others who will join in the very near future.

Our production is worthy of notice also, creeping up close to the billion mark of hardwoods alone. Many members manufacture much hemlock, pine and spruce, which we do not include in the hardwoods.

I think it timely we should be warned against the campaign of unrest that socialist speakers and agitators and writers are carrying on through out the country. The crowds are listening to these people, most of them are entertaining and superficial, and a gospel of discontent and unrest is thus being propagated to a dangerous degree. A question we must ask ourselves, as business men, is "What are we going to do about it?" In my judgment it is a very pertinent question, and I commend it to your serious consideration, and if these questions are left to the business men of this country, I do not fear the result. I want to take this occasion to champion the honor, the integrity, the fairness, the loyalty and patriotism of the great army of business men of this country. I have known many of them for twenty years or more and I want to say that I am proud of the business men of my land.

The time is coming, however, and in fact now is, when the business men must take a more important part in our political life. If we had more business men in our legislative halls, you would not now find on our statute books laws that are used as a mighty instrument of torture by the demagogue against the business of the country. Do you imagine that [illegible] standing to prosecute men of business, representing such wide and varied interests as they do in this country, will have no harmful effect on the business of the country? The astounding thing is that [illegible] more disastrous. Every nation has at some time in its history tried in some way this paternal meddling with its business and every one of them has plunged its commerce into disaster.

The history of the world shows that under the freest and least meddlesome governments the greatest progress has been made, and it is really amazing that the American people have suffered so long men with no experience or capacity or knowledge of business to determine how the commerce of the country shall be managed.

In this connection I am most happy to inform you that by reason of the fact that we in no sense violate neither the spirit or the letter of any of the anti-trust statutes, we need have no fear of our work by the powers that be.

I want to congratulate our members on the business of the year just passed. While prices have not been satisfactory in many cases when compared with cost of production, yet as a whole business, where properly managed, have yielded fair returns, failures have been few, and collections have in the main been satisfactory, and the attention of all should be directed to the broken condition of stocks.

Inventories just completed show much less stock at the mills than a year ago; in many instances that I know of, but little more than half as much in stock as a year ago, and I want to especially call your attention to the scarcity of plain oak and oak timbers and to the constantly increasing cost of producing it, as also the low price and lack of profit at which it has been marketed. This item, perhaps, more than any other, needs your careful consideration.

The association is well organized. The members as a rule are not only willing workers but capable workers. There is every reason to believe that the coming year will be the most successful year from a strictly association point of view we have ever had. Certain necessary economics have been worked out and effective work along other lines started that is sure to contribute to the power for good that this association is sure to achieve in the future for the hardwood industry of these United States.

I feel highly gratified at the representative attendance and feel that it is a real compliment to the association, and wish to thank the members and visitors for the interest taken in the meeting and trust they may get out of it the real benefit guaranteed by earnest co-operation.

The splendid service of our able secretary should not by any means be lost sight of; his kindly nature, magnanimous disposition, earnest endeavor, honesty of purpose and devotion make him a valuable asset of the association and deserving of your cordial support and appreciation.

I also personally want to give expression in a public way of my appreciation of the very great assistance accorded me at all times by your most worthy first vice-president. Without his assistance and most cordial support, whenever called upon, certain things accomplished during the year would not have been done, and I want to thank him most heartily for his valuable assistance to me.

The work of the year just passed has brought me not only in close touch with the splendid gentlemen who compose your executive board and the various committees, but with the association itself and what it stands for, and I assure you, and I also want to assure my successor, that he can call on me at any time and I will only too gladly respond to the call wherein I can in any way assist in the work to be done as long as it occupies the present high prominence along business lines and its avowed purpose to benefit the industry it represents, and I have every reason to believe it will so continue.

I may mistake the future, but in my humble opinion the association that seeks power by gathering together the prejudices of the country's ambitious people will find itself buried beneath an overwhelming disaster.

President Townsend then introduced F. R. Babcock of Pitts-



W. B. TOWNSEND, TOWNSEND, TENN., RETIRING PRESIDENT AND MEMBER EXECUTIVE BOARD



R. M. CARRIER, SARDIS, MISS., MEMBER EXECUTIVE BOARD



CLINTON CRANE, CINCINNATI, OHIO, MEMBER EXECUTIVE BOARD

burgh, president of the National Wholesale Lumber Dealers' Association. Mr. Babcock made a very happy address of felicitation to most every one associated with the Hardwood Manufacturers' Association and the Cincinnati lumber industry, and stated a few of his own experiences in connection with association work in which he has been very prominent for many years. A matter of paramount interest upon which he enlarged was his belief in the absolute necessity of a single or universal standard of inspection to be applied to hardwood lumber. He said he believed that ninety per cent of the people interested in hardwood lumber affairs in the United States are praying that this one thing—that universal hardwood inspection—may be accomplished. He said that while the goal had not yet been reached, he could not but believe that much progress had been made and that in the near future the trade may look for a full completion of that effort. He invited every one to be present at the annual meeting of the National Wholesale Lumber Dealers' Association to be held at Louisville on March 6 and 7.

Following, Secretary Doster read the report of Treasurer Crawford, which showed the organization to be entirely free from debt, and its finances in comfortable shape.

Secretary's Report

Mr. Doster then presented his report as secretary as follows:

The condition of the membership in the association shows a decided increase in the amount of acreage held. A number of our members are purchasing and acquiring more timber; and a number of operators who have lately acquired large tracts of timber have joined the association; together with the manufacturers who have cut out or resigned from the association, keeps the total amount of members about equal, but at the same time the future of the association is insured for a longer life with this larger acquirement of timber resources as shown by the following figures:

Members	320
In States	25
States owning acreage	14
Total acreage	5,207,000
Total feet in stumpage	25,742,000,000

MEMBERS REPORTING WHO DO NOT CONTROL OR OWN TIMBER:

Members	28
In States	8
Annual output	75,000,000

STATISTICS

Stocks on hand at points of production, in the consuming markets:

A—Conditions in the consuming markets for 1911, 80 reports:

	Feet.
Estimated normal capacity for carrying stock	475,260,000
Estimated stock on hand	225,100,000
Balance showing a deficit of	250,160,000

B—Stocks on hand at the point of production have not yet been obtained, but the preliminary reports show a very large percentage of shortage. In the latter part of 1911 the low grades moved exceedingly fast, and the beginning of January showed a general cleaning up on the low grade material which was going into the box and furniture manufacturers' hands for immediate consumption.

C—In the canvassing of stocks for sale and stocks wanted, the shortage of stock is reflected by the demands which are being made now for lumber to purchase, among our own membership.

This matter will be ready for this convention and will be brought up during the session of trading on the floor.

The exact time of this important system will be announced later, as owing to the interest shown it is desired that this be held when everyone can attend without other committees or extra meetings, and a long list of what is wanted to sell and for purchase is already in my hands.

BUREAU OF GRADES

	Feet.
The amount of lumber shipped by our members in 1910 was	659,022,000
The amount of lumber complained on was: 1910	6,324,127

Or 9/10 of 1 per cent of the total amount shipped.

	Feet.
in 1911 was	630,212,000
The amount of lumber complained on was: 1911	6,215,908
Number of feet variation, 4 per cent or under	1,655,200
Number of feet variation over 4 per cent, averaging about 7½ per cent below grade	5,665,662

The low amount of grades complained on, and under grade in 1911, was 8/10 of 1 per cent.

The system of instruction at mills and the more complete study of our mills are reducing each year the misunderstandings which formerly were so prevalent (that is prior to our formulation of such rules); are reducing the opportunity for complaints and allowing a more satisfactory relationship between the shipper and customer.

The bureau of grades maintain the same system that we have had since the organization began, by locating the inspectors in the districts represented in the consuming markets. They are so located as to handle requests for inspection of lumber in the customers' hands in quickest possible time.

The work is carried on for our members at the lowest expense possible, and the charges for the members are as follows:

1—If the shipment varies over 4 per cent below the grade invoiced, the member pays the hotel and traveling expenses incurred of the inspector and $5 per day for the services.

2—If the shipment shows a variation of 4 per cent or less, of lumber lower than the amount invoiced, the expenses are borne by the association.

3—In our mill instruction work, which is for members only, and which is a free service, we send inspectors to the mills for the purpose of consultation with the management and their inspectors, when called upon to do so. The purpose is to have our official inspectors and the shippers all follow the same interpretation of the grading rule book, and it is the endeavor to send the men from the consuming districts to the producing points on this official work from the districts which handle mostly the complaints of those people in the markets.

A large percentage of the complaints investigated are caused by the mixing of grades.

Many members now when called upon to ship different grades in a car will place strips between the grades, or sell their lumber f. o. b. their mill with the mill inspection final.

CERTIFICATES TO FOREIGN POINTS

The work of issuing certificates the last year to foreign points, which we performed for our members, has been steadily on the increase, and has allowed the shippers to satisfactorily carry on an export business by such action, and the purchasers have willingly consented to the association certificates as the basis for invoice.

The prominent change that has taken place in our grading rules is the manner of placing specifications for construction oak timbers, covering



W. H. DAWKINS, ASHLAND, KY., MEMBER EXECUTIVE BOARD



F. F. FEE, LITTLE ROCK, ARK., MEMBER EXECUTIVE BOARD



W. A. GILCHRIST, MEMPHIS, TENN., MEMBER EXECUTIVE BOARD

the structural work, locomotive, passenger, freight car, ties and other railroad materials.

In conference with the eastern lumber organizations, we issued a supplement covering changes in chestnut grading, and in brown and white ash, maple, white birch, beech, black gum, adoption etc., all of which help to bring out more plainly and satisfactorily the proper interpretation of the rules, and closer toward the standardization of the rules.

We have adopted the cypress and tupelo rules as promulgated and amended May 17, 1911.

For our next publication of the rules we have had placed in our office the last cypress grading rules as amended November 28, 1911. Official action has not yet been taken on this latter work.

In Touch With Inspectors

By keeping in close touch with the inspectors in their various consuming localities I was able to acquaint myself with the conditions that existed in the markets, and by such travels study many matters that have entered into this report.

The policy of the organization in the past years of making the grades for specific uses in consultation with the consuming trade has greatly assisted us in being able to have them satisfactorily received.

Some misunderstandings occur owing to false representations, manipulated grades, and statements of those who have not carefully studied the rule book.

We have numerous consumers who, after they have had the opportunity through our inspectors' services to thoroughly understand our grades, specify them on their purchasing forms in various lines of commodities. This is growing more prevalent every year, and I can say with utmost sincerity that the closer the consumer and purchaser study those rules in the future, the more they will specify them in their purchases and find them fair, liberal, as well as adapted to their uses.

The work of distributing the grading rules goes merrily along, and the requests are growing stronger from all sections as we progress in our work. Over 100,000 grading rules have been distributed, and the office is always ready to fill orders and requests from every section immediately [illegible]

Bureaus and Departments

The Bureau of Commercial Reports is being maintained and is being operated as follows:

Members desiring to learn of any business transactions of a prospective purchaser can have free service by applying to the office for information [illegible]

Providing that we have no such information on file we canvass our entire membership with a complete list of questions which covers the information desired, and on return of these prepared forms we reproduce [illegible]

This gives actual and current business transactions and very valuable [illegible]

The Department of Stock Sheets, For Sale and Wanted, was operated until August 7, when it was discontinued. But from the condition of the market today, with a large demand, and operators oversold on certain stocks and very short on others, and with the idea as to what is in largest demand, for the purpose of their becoming familiar so as to manufacture these thicknesses, etc., I hope that the association will continue the opera[illegible]

The General Information Department contains applications from various people who communicate with the secretary's office regarding their desire to become located, and it covers sawmill managers, salesmen, inspectors, [illegible]

Blue Book

For the benefit of those desiring a valuable assistant in their offices, I believe you should have your attention called to the "Credit and Reference Blue Book," published and maintained by the affiliated organizations of lumbermen. It is considered the best and most up to date credit book for lumbermen.

Selling Terms

In adopting our sales code, which has been published in all grading rule books, we find that the members desiring to avoid misunderstandings or litigation regarding the methods of selling their lumber have adopted a method for the purpose of quotations and the sale of their lumber, and the form which is used with the best results is as follows:

"All quotations, sales and contracts subject to the Sales code and inspection rules of the Hardwood Manufacturers' Association of the United States."

This is used on the letterhead, printed thereon, and is immediately after the address that appears in the correspondence. Members are requested to be guided by such condition, as the adoption of this will result in a great deal of good.

General

The conditions which confront us are varied. We have had, previous to this meeting, a very severe winter. In the mountain streams the cold weather and snow were above the average, and the thermometer registered far below zero. The cold weather made thick ice and it has gone out without any severe losses. However, high water and more ice are looked forward to.

In the Mississippi valley districts, or lowlands, most operators have been shut down for some time, owing to the water conditions making logging and railroading impossible.

A peculiar case in the condition of the hardwood timber country is that in arranging for a program one of the most prominent timber agents of this country, when invited to address the convention on the hardwood timber acreage, regretted his inability to present anything and explaining that he knew of no available hardwood stumpage that was for sale.

The values of hardwood lumber as a whole in the past year have receded, even in the face of the fact of a lighter production, and also in the face of the rising values that enter into the cost of production. The standing timber has advanced, labor and all commodities pertaining to supplies in the sawmill, leather and other equipments, increasing the cost of production.

On motion of E. H. Vansant, a committee consisting of A. P. Steele, C. M. Clark and Frank F. Fee was appointed to consider the reports of the officers, and following some routine announcements, the meeting adjourned.

TUESDAY AFTERNOON SESSION

At the opening of the session President Townsend introduced Leonard Bronson, secretary of the National Lumber Manufacturers' Association, who read an exhaustive speech covering many phases of lumber and allied affairs the country over.

On Lumber Advertising

The chief executive introduced Herbert E. Sumner of the Sumner Lumber Company, New York City, who read a paper on lumber advertising, of which the following is the text:

The problem that confronts us today is how to increase the consump-



E. A. LANG, CHICAGO, ILL., MEMBER EXECUTIVE BOARD



A. B. RANSOM, NASHVILLE, TENN., MEMBER EXECUTIVE BOARD



GEO. E. W. LUEHRMANN, ST. LOUIS, MO., MEMBER EXECUTIVE BOARD

tion of hardwood lumber. We cannot increase the consumption of lumber through the ordinary channels.

Steel and concrete buildings, steel passenger cars and other wood substitutes are with certainty cutting into the present consumption of hardwood lumber and each year cutting down the consumption.

How is this accomplished? By educational advertising to the public or consumer. It is true that the so-called concrete construction is considered fire-proof by the public, but you know, and the fire department knows, that a factory made of yellow pine, or what is termed "slow burning construction," is just as fire-proof as a concrete building and costs much less to build. But the public doesn't know it and never will until it is educated to the fact. A recent fire in a concerte sawmill demonstrated this fact, and also that it cost nearly as much as the original cost of the mill to tear it down after the fire.

Take the Equitable building fire in New York. This building was supposed to be fire proof. The night of that fire the advertising managers of the meal door and trim concern worked all night getting up educational advertisements to the public for the next morning issue of the press. The public is therefore influenced through these means into going into buildings where this class of trim and construction is used. This fire again demonstrates that stone, concrete and steel, so-called fire-proof buildings, are not fire-proof, but further emphasize that slow burning wood construction is much the safer type of building construction, especially so when the wood itself is fire proof. But the public does not know that and never will until it is educated to it.

Gentlemen, what the hardwood business needs today is publicity advertising. A great many of the manufacturers fail to take into account the fact that advertising is education. Education takes time, and few publicity campaigns can ever be successful until sufficient time is given to obtain the results from education.

The public cannot be educated through trade papers, as these papers reach only those interested in the trade, and no matter how much space is devoted to publicity through them it will never increase the consumption of lumber more than it is today.

The campaign on "red gum" run by several manufacturers recently in trade papers did not increase the total consumption of lumber. I do not know the exact results, but if these manufacturers did four times the amount of business, some other wood, such as birch or poplar, suffered just that much loss in volume. In other words, it is merely substitution and not increase of consumption. Yet we need the trade press for co-operation and another purpose which I will explain later on.

To promote a national campaign for increased consumption of lumber we will need the co-operation of every hardwood association as well as every manufacturer of hardwood lumber. One association cannot accomplish marked results, but an organized and co-operative movement supported by everyone will bring back the trade that has now been won over to substitution and gradually increase the consumption in this way. This campaign and appropriation should not be handled by an advertsing man or an agency, but by a lumberman who understands publicity or a publicity man who understands lumber. This is absolutely essential. A committee of lumbermen who understand publicity also should be appointed to oversee his work and pass on it.

I suggest that this campaign be carried on in the reading columns of the representative press of the country and not by the use of display advertisements in advertising sections.

The publicity manager must be alive to every opportunity to demonstrate the value of hardwood over its substitution. Do you notice how quick the metal, trim and concrete construction people are to take advantage through the reading columns of the press of any demonstration that works to their advantage. These manufacturers are behind the movement and educate the people in this manner to their supposed advantages.

But you never hear of the advantages of lumber. Why? Because there is no national educating movement to tell the public. The publicity manager must be one who can demonstrate power of suggestion that is the utilization of hardwoods for a new purpose.

I believe that after the campaign is under way the trade press should be used to tell the dealer in lumber what is being done to increase the consumption, seek his co-operation through this medium, and I believe that you can get the retail association to put financial support for local work in their respective fields. Our trade press have already, out of their own funds, spent considerable money with this end in view, and this work has been at times brought before the attention of the public by reprinted articles.

That is the campaign in general. I will not take your time with details. You must remember, however, that you are getting up against organized business, and unless we can have the co-operation of every hardwood association and its allied interests, as well as the personal support of its members, it will be useless to do it.

It seems to me that this is the time, the place, and the representative body of men to get together for a campaign to increase wood consumption.

Address of Chairman of the Advertising Committee of the National Association.

President Townsend then introduced A. T. Gerrans of Houma, La., chairman of the National Lumber Manufacturers' Association advertising committee, who spoke as follows:

The committee I represent has already made a report to the National Lumber Manufacturers' Association, which report was sent out, we presume, to every member of the individual affiliated associations. I think that pretty nearly everybody has seen this, and it contains most of the arguments that can possibly be brought to bear upon this subject. They are right in these two reports. The only thing that I can add to that is the further argument of practically the same kind, that we take up from day to day and in the journals and literature that are being sent all over the United States, the question that lies before the lumbermen printed right here—I think every one of you has a copy of that. It reads:

"Shall We Man the Guns Now, or Shall We Man the Pumps Later?" That is short and concise, and it emphasizes the actual facts of the matter. Your committee is prepared to state individually and collectively that in its honest opinion the lumber trade is simply responsible for the condition of affairs as we find it existing today, through the lack of ordinary business common sense. We have run our own business upon the supreme idea that no one can possibly ever dispute with the lumber trade. We have seen various substitutes used, but they did not affect us apparently. We have seen the substitutes advertised, but that did not affect us. We seem to think that people have got to have lumber the same as they have to have bread; but we are beginning to find out—and what we do find out is very startling—we are beginning to find out that we have been sadly mistaken, and that we have got an uphill road to even maintain the present standing of the lumber business in the United States.

We never can hope with a small amount of money—possibly with a much larger amount, but unquestionably not with the small amount of money that we have been asking for—to put the lumber business back in the prominent place that it used to occupy.

At the last meeting of the board of governors I made a report verbally to the committee for the National manufacturers' association to take



R. H. VANSANT, ASHLAND, KY., MEMBER EXECUTIVE BOARD



W. M. RITTER, COLUMBUS, O., MEMBER EXECUTIVE BOARD



W. B. BURKE, CHARLESTON, MISS., MEMBER EXECUTIVE BOARD

action, it being necessary for them to authorize or empower us to go ahead. In order to bring back to your recollection our recommendations, I want you to read them.

The speaker then read the list of recommendations and continued:

The second clause of these recommendations, referring to the executive committee being composed of five members, has been acted upon by President Griggs, and the five gentlemen whose names Mr. Bronson gave you represent as to each of them a separate department in the lumber line.

The fourth clause in these recommendations has received the approval of the National board of governors. I might state very frankly—and while I am stating it as my own position, I believe that I am also stating it for all the members of the committee—that if we are empowered to go ahead with this advertising campaign, we expect to run it in a businesslike manner. We are perfectly willing to receive and we will expect the aid and assistance of every lumberman in the United States, and we will feel free to call upon him at any time to help us; but as we will be responsible to the lumber trade in general for the success of the campaign and for the expenditure of this money we tell you very candidly that we expect to run that campaign upon ideas of our own, and not somebody else's.

The next clause says "That the Secretary of the National Lumber Manufacturers' Association shall collect all funds, etc." That means that George R. Smith, of St. Louis, will be the man to collect the money. That is in exact accordance with the now present rules of the National association. It was arranged at the board of governors' meeting that this committee would notify the secretary, Mr. Smith, of the anticipated expenditures for the month, and would receive a check from Mr. Smith with the signature of Mr. Griggs for that amount of money; that the entire fund would not be placed at the disposition or in the possession of the committee, but will at all times remain in the possession of the National Lumber Manufacturers' Association under its present rules, so that while not one of the committee might want to take a trip to Canada, the committee simply have a month's expenditures provided for, and you will know just how far they can go.

Now I didn't anticipate being called on this afternoon and had intended to do a little night work on this, gentlemen, to get it whipped around into a little better shape; but if you will just bear with me I will try to put the matter in addition to these reports and place some other information before you.

In the two reports submitted by the advertising committee of the National Lumber Manufacturers' Association, relative to the inroads which are being made upon the demand for wood by the forcing of a market for the use of substitutes for wood, it was fully demonstrated that the methods used for producing a market for these substitutes was not only efficient in making a market for such products but that it seriously interfered with the market for wood.

It has been argued that this propaganda has not and cannot conflict with the interests and market of the hardwoods, on the ground that the promotion methods used are for wood used in building construction in which, of course, comparatively little hardwood is employed.

Any investigation of this subject, however, immediately discloses that the same methods of promotion for substitutes for structural woods have also come into vogue for substitutes for hardwoods, and that these methods have met with success and are having more success.

Not only have the same general arguments been used by the interests back of the promotion of substitutes for hardwoods, such as the supposed "trust" control over hardwood supplies, the comparative scarcity of hardwood and the tremendous advance in prices; but the propaganda which has been made for substitutes for structural timbers has been taken advantage of and carried to what is considered a logical conclusion in the promotion of substitutes for hardwoods. It is true that the campaigns for wood substitutes competing with the hardwood market have not been of the volume nor have they been so long continued as the campaigns for substitutes for structural woods.

This is perfectly natural when the magnitude of the different markets is considered.

These campaigns, however, have been constantly increasing and have met with fully as much, if not as yet so observable, success as in the case of substitutes for structural woods.

That they should have met with such success is not surprising when the efforts that have been put forth for them are considered, as compared with the total lack of effort for the developing of a market for hardwood products.

In other words, the manufacturers of the substitutes are being left with a clear field and are reaching the consumers of their products, who might and should be consumers of hardwood products, without challenge or contradiction for any of their statements or claims.

Under such circumstances it is only natural that the consumer will accept the goods which he has been educated to believe are the best for his purpose, when he has not in any way been advised to the contrary and has no knowledge which can lead him to believe that there is anything of equal value to the substitutes which have been urged upon him.

The extent to which a propaganda for hardwood substitutes is going on may be faintly appreciated from the fact that a single company in New York State, manufacturing metal doors and interior trim for buildings, is spending in advertising to reach the consumer, upwards of $75,000 per annum. Pick up any leading magazine reaching the consumers of the country and you are almost certain to find anywhere from one to ten advertisements of products made of metal to serve purposes for which hardwoods have heretofore been employed. This is particularly true of periodicals reaching the fields of business for business furniture.

That is not a large amount of money, yet that amount of money is as much as the entire lumber fraternity is spending today to try to keep the trade that they have got. This one firm that is making metal doors and metal interior trim is spending as much money on its advertising as the entire lumber fraternity. The cypress people spend $40,000; the yellow pine $20,000; the hardwood people have spent about $10,000; the white pine people have just started in and have spent $4,000 or $5,000; so that there is $75,000 spent in bringing your business to the public, and this one firm in New York is spending that much money itself in advertising a competitive product to yours. There are today thirty-three firms advertising metal construction in place of hardwood. We can keep track of the amount they spend because we see their advertisements and can measure them, and know what the advertising costs for space.

In the current (January) issue of System, a publication reaching manufacturers, etc., there are five advertisements of this character; one on typewriter desks, three on filing cases and one on filing cases and office furniture in general. In the current issue of Factory there are three advertisements on metal clothes-lockers from one of which we quote as follows: "No other change in your factory will show more immediate results than the replacement of the dirty, unsanitary, disease-bearing lockers with * * * steel lockers. Is it scientific to invest in equipment which is subject to such rapid deterioration (as wooden lockers)?"

In a leading article in the American Contractor, dated October 7, 1911, entitled "Fire—A Crime," the following quotation is significant and is typical of the constant and reiterated expression of statements of this kind, both editorial and in advertising: "One more reform printer's ink may accomplish and that is the correction of an ill that it has helped and is helping along. Briefly: The one great measure of fire prevention that all can understand is that of not adding more fuel; or in other words, getting away from the wood habit. Today we can build, even our homes, of brick, of fireproof tile, of concrete, we floor them with cement or tile or composition, our doors and interior trim can be of steel, just as handsome as and far more satisfactory than wood. There is also splendid steel furniture, and our decorations may be of color instead of wood paneling and wainscoting—kindling for fire. To stick to the wood habit is criminal. It will not be long before that is recognized and prohibited."

That the promoters of substitutes for hardwood products have been quick to see the advantages to them in such editorial expressions is evidenced by the fact that one of the large manufacturers of metal doors and interior trim has reprinted in full the article from which this quotation is made, in connection with an advertising argument for metal doors and trim as compared with wooden doors and trim.

Great advantage has been taken in giving wide publicity to the statements of former Fire Chief Croker of the New York fire department, in which he says: "If I had my way about it I would not permit a piece of wood, even the size of a lead pencil, to be used in the construction or finish of any building in the United States exceeding a ground area of 25 by 50 feet or three stories in height. If there were still an absolute necessity for its use, if it could not be replaced with steel, as it has been in many modern constructions, it would then be well to attempt to conceive of something better. I am opposed to the use of wood in any form in fireproof buildings and the law ought not to permit its use. Wooden floors, wooden window-frames, doors and casings burn and help other things to burn; wooden trim and bases burn—everything that is made of wood burns and helps the fire to spread. Eliminate wood—remove the cause and you have precluded the possibility of fires." (Mr. Croker, since his retirement as Fire Chief has become president of the Croker National Fire Prevention Engineering Company.)

In an advertisement by a manufacturer of metal substitutes for wood, the burden of the argument is as follows: "Too often fireproof qualities have been sacrificed * * * with wooden doors, casings, moldings, sash, etc.; such a building is no more fireproof, so far as its tenants are concerned, than if it were constructed entirely of wood."

In another advertisement by the same kind of concern, is the following significant paragraph: "The substitution of steel for wood in the modern fireproof construction of buildings, steel cars, furniture, etc., has demanded an extreme of specialization in the rolling of shapes for interior finishing."

It has been conservatively estimated by competent authority that in advertising substitutes for wood furniture, building trim and office equipment, to architects alone, not less than $50,000 per annum is being spent and this is entirely in addition to vastly larger sums which are being spent to induce the consumer to insist upon his architect specifying such substitutes.

In a publication called "Shop Notes Quarterly," we find the following editorial comment: "In a concrete residence there is little trim that cannot be made better and cheaper of Portland cement than of wood. The chairs, rails and picture molding can be made of concrete. The trim around the windows and doors can be molded in metal molds as cheaply as straight members. Even the wire molding can be done away with and the conduits buried in the concrete partitions, walls, ceilings and floors. Baseboards should be made of concrete, or else omitted entirely, as they serve no useful purpose in a concrete building. Windows may have cement sashes with wired glass and self-closing shutters or self-dropping shutters of rolled up metal or asbestos. Metal furniture may be used. * * * The flooring need not be of wood. There are many first-class non-combustible materials besides Portland cement that will fill every good requirement of wood and still be fireproof."

There have been hundreds of descriptions in news and advertising announcements in trade papers of all kinds, in the architectural papers and in general periodicals reaching consumers, of large installations of metal furniture for business houses, banks and institutions, one of the most notable of these having been the installation of such furniture made in the building of Hibbard, Spencer, Bartlett & Co., the great hardware house at Chicago.

I have here aside from my paper, gentlemen, a few more illustrations to show you that our enemy is never asleep. I want to read you a circular issued by the Illinois Commercial Men's Association of Chicago. I only found this out last week.

"No assessment with this mail. How about going into the next convention with 100,000 members? It's the easiest thing in the world if we all pull together. We only need 10,000 more, as we now have over 90,000. Just think, if each member would get one new member in the next two months, we would close with nearly 200,000, and this is a splendid time for a new member to join.

"Two dollars ($2) will pay his membership fee and carry his insurance to March 15th.

"Now, all together for one grand rally and show the world what 93,000 hustling commercial travelers can do when they get started. Kindly make an extra effort and send in as many new members as possible for January 1.

"By the way, we have just had an instance in the state of Louisiana in the last week of what the commercial travelers can do. The commercial traveler has upset the ring in Louisiana within the last week.

"There is a bill before Congress prohibiting railroads from putting wooden cars between steel cars in making up trains. Get after the congressman in your district—ask him to vote for the bill—tell him the traveling men demand its passage. It's criminal the way they are making up trains now-a-days."

That is very nicely put up before these 93,000 members. He is asking every one of them to appeal to his congressman to knock out wood; that is the sum and substance of it.

George H. Holt of Chicago, chairman of the insurance department of the National Wholesale Lumber Dealers' Association, made an address which appears in the American Lumberman of December 23, 1911. He says: "I want to call attention especially to the fact that it is fire insurance propaganda which is aggressively engaged in a campaign limiting the use of lumber and lumber products, and to that extent destroying the market for our products."

I have here an advertisement of the Maxwell automobile which appeared in the Chicago Tribune on Jan. 27 of this year, which is only a day or so ago, gentlemen. It reads as follows: "Steel automobile bodies were introduced first by Maxwell in 1903. Today their use is almost universal. An excessive strain or accident which will break a wooden body beyond repair will only dent a steel body—and the latter can be made good as new with little labor or expense."

I call your attention to the fact that this is put in a black funereal body, too—that means the death of wood, maybe.

Here is an advertisement of a gentleman that I think you all know. It is the Parry Manufacturing Company of Indianapolis. He advertises steel furniture. He says: "They cannot split or warp. They will never open at the corners or show plugs. They will take a higher and more lasting finish than any wood body ever built. The finish literally 'wears like steel.' They do away with 95 per cent of the complaints you've ever had or heard tell of when wood bodies were used."

I tell you we are in the wrong business, gentlemen. Here is another one which appeared in System for November, an advertisement of Merritt & Co., of Camden, N. J. It is along the same lines exactly. It says: "All that was left of wooden fixtures after a fire in a fireproof office building. A few dollars more in initial expense would have prevented this loss by providing steel fixtures, yet every day others are making this same mistake. Are you among this number, if so now is the time to reform. The next time you are in the market for fixtures of any character whether for office, shop, stockroom, storeroom, vault or factory use, find out what they cost in steel before you order."

I called your attention a few minutes ago to the fact that there was one man in the furniture line who was doing his level best to advertise and try to stop this metal furniture business—that is the Yawman & Erbe Manufacturing Company of Rochester, N. Y.

The last thing I picked up was something that probably a good many of you gentlemen have seen. It appeared in the Evening Post of New York of the issue of Monday, Jan. 15, 1912. Mr. Sumner referred to that. The day after the Equitable fire, the metal people beat it to the newspaper offices to get their ads in.

Now the word "indestructible," gentlemen, is a word that they will have to back out of one of these fine days. The Chicago, Milwaukee & St. Paul Railroad advertised an indestructible all steel train and gave illustrations of their interiors, etc. You have all seen the pictures. Why, there was nothing indestructible about it. It is what they now call the "patent telescope folding train." I have only one copy of the photograph here showing how one of those trains looked after it folded up, but I will be very pleased to show it to anybody who would like to examine it. It is a pretty looking object lesson and shows what the train looked like after the collision was over.

Speaking about this Equitable fire, I was told only recently, within the last couple of hours, that a New York insurance man just last week remarked, that had there been wooden and not metal girders in that Equitable building, there would not have been any collapsing and consequent loss of life. Now of course a man might say. "Well, is that true?" The only thing that I can say in answer to that is to refer him to your Chamber of Commerce building right here in Cincinnati. That will show you whether it is true or not.

Now the campaign of advertising that has been mapped out will be handled by our bureau, and that bureau contemplates a regular follow-up system to take advantage of the money that will be spent in the actual space bought and filled with educational matter to reach the consumer.

The point that I want to make is this: That part of the money that we are asking you gentlemen and all other lumbermen to subscribe has to be used in the establishing of a follow-up system to go around and pick up the eggs that are laid, or the crop that follows from the seed that is sown; and if we do not do that we had better stay outside of the advertising game altogether. The cement people, I presume, have one of the best follow-up systems, at any rate it is the best we have been able to find.

Here is a little squib that I have marked here to read to you. "Advertisers should use the papers their customers read rather than the papers they wish them to use." That is a very important thing. I do not think that I could possibly show you the use or value of an advertisement any more plainly than to read you just a few lines here with

[illegible] you all know, namely Sears Roebuck & Co. I know that they are pretty generally disliked, but they are a very promising concern. They do not have any salesmen, gentlemen, they advertise [illegible] people by going to them through printed matter.

Now the use of cement possibly does not interest you gentlemen quite as largely as it does the structural men, but I want to give you just a few figures just to show you the gradual but effective work of the cement people. The Long-Bell Lumber Company has about one hundred and fifty retail yards. It is a very large manufacturer of lumber. It does not manufacture cement. I want you to think of that while I read you these figures of its business covering one hundred and fifty yards. In 1905 it sold 1 carload of cement to 16 carloads of lumber; in 1906 it sold 1 carload of cement to 9 carloads of lumber; in 1908 it sold 1 carload of cement to 6 carloads of lumber; in 1909 it sold 1 carload of cement to 5 carloads of lumber; in 1910 it sold a carload of cement to every 4½ carloads of lumber; in 1911 it sold 1 carload of cement to 3 1-10 carloads of lumber.

There will be a cement exhibition held in Madison Square, New York, at a cost of over $100,000. That is what they will spend on one exhibition. In Chicago, from February 21-28 they have another; in Kansas City on March 14-21 another; in Sioux City, Iowa, June 10-12 another; and in Omaha, Nebraska, February 6-9, another. Do not forget, gentlemen, that that cement exhibition of $100,000 in New York costs $25,000 more than we are spending in a year now; and the cement production of the United States last year was 80,000,000 barrels. Eighty million barrels at $1.50 per barrel, is $120,000,000, isn't it? They are spending three or four hundred thousand dollars a year on a $120,000,000 product. Our product amounts, according to the government statistics, to about $700,000,000 annually, and we are spending $75,000 to exploit our whole business. "The Lord helps those that help themselves."

Now after we have secured from the various associations of the National aid necessary, we expect to go to every lumberman and timber owner in the United States. We have approached quite a number of them, and they have expressed their willingness to help us in our advertising campaign both with their influence and with their money.

You gentlemen have seen investigated only recently the American Tobacco Company, of which it was proved that it absolutely controlled eighty or ninety per cent of the entire tobacco products of the United States. If that company sees now the necessity of a campaign of advertising, it is logical that an industry that does not control anything—does not control itself very well in the matter of prices—ought to do something to get the public to use its material.

We have never taken the public into our confidence. When we read an article in a paper saying that we are "timber thieves," what do we do. Why a great many of us read that paper in our private offices and say "that isn't so it is a d[illegible]d lie", and that is all we ever do about it. We have never told anybody else but ourselves that it is not so, and we just take it for granted that the public at large are Christian Scientists or hypnotists, or Mental Theosophists, or whatever you call them and that they can read what is going on in our minds. Now that is not the case, gentlemen. We must follow the same line that is laid down for us by successful men.

There is one point that I would like to talk to you about in conclusion, and that is this: This campaign of advertising is going to bring up innumerable subjects that you people are not familiar with. We found that out in the cypress campaign. We have had to learn a lot of things about our own wood in order to answer the questions that the public have asked of us. I will give you an instance. We received a letter from a man here three or four months ago, who said "I have tried every kind of wood, I have tried every kind of commercial metal that could be gotten at a reasonable price to make a backing for my photo engraved plates, and I cannot find anything that nitric acid does not eat out in two or three weeks. Now I have been reading your advertisement and it has struck me that possibly cypress might be of some value."

We sent him some cypress and told him to put it in his tank, that that would be the best way to try it, and see what the nitric acid would do to it. We got a letter back from him in a month sending some of the cypress back and telling us that it was the only thing that would stand nitric acid. That was something that we had not known before. We are selling it today to the muriatic acid people. We are introducing it also among the people who use sulphuric acid. In other words, there are thousands of different uses for lumber which the lumberman doesn't know anything about, and which, once a campaign of advertising is started, will be brought to light. It will bring with it logically a scientific attachment to our bureau. The first thing that we will try to do in that department is to help a class of lumbermen that you people are not in any way interested in, namely, the shingle people.

The shingle people are particularly subject to attack. Nobody can deny the argument that the shingle roof does present an opportunity for fire. I took the matter up with Dr. Herman von Schrenk recently, and I [illegible]

Referring to yours of January 2nd concerning the fire-proofing of [illegible] question, as I indicated to [illegible] to wooden shingles, because [illegible] rather than decrease [illegible] toward perfecting some [illegible] applied probably at the mill [illegible] would be rendered more or less fire proof. Fire [illegible] been carried on for a long time and I see absolutely no reason why some cheap process could not be devised applicable to shingles. It seems to me that a line of research of this character is one which should be undertaken by the lumber trade as a whole. It would be one method for meeting a class of public opinion which will have to be met, and will have to be met in the very near future.

You can see by this report, gentlemen, that this is an opening to be filled; but nothing can be done without the use of dollars and cents.

I don't know, but I think that the committee has found out that they have undertaken quite a job. We went into it with the best intention, and I can speak candidly for myself, and I know I can for Mr. Luehrmann and Mr. Rhodes—the other two gentlemen have been added lately—I can tell you and tell you truthfully, that this campaign for the education of the consuming public is a vital necessity to the lumber people. It is an absolute necessity. If any one of you gentlemen were to take it upon yourself to carry on an investigation upon your own hook, it would not be one month before you would be just as much stirred up and just as enthusiastic upon the necessity for this campaign as any lumberman on the committee.

President Townsend suggested that if there were any lumber producer present who was not in accord with the proposed movement, who had anything to say on the negative side of the question, he would be given five minutes' time to be heard.

W. A. Gilchrist of Memphis, suggested that the matter of drafting resolutions on the subject be referred to the secretary endorsing this proposition, and authorizing the officers of the association to support the National association in the campaign, and that an assessment of one cent per thousand feet be levied upon the lumber production of members of the Manufacturers' association to supply a fund.

S. A. Williams of the Williams Lumber Company, Fayetteville, Tenn., suggested that the secretary, in making out bills for dues, make them at six cents per thousand feet in place of five cents as had been done in the past. A motion to that end was carried.

After an announcement of the various standing committees of the association was made, the meeting adjourned.

WEDNESDAY'S SESSION

Owing to the fact that the committees were not ready to report, no Wednesday morning session was held.

The third session was therefore held beginning at 2:30 Wednesday afternoon.

On behalf of the grading committee, Chairman R. H. Vansant made a brief verbal report in which a few minor changes in grading rules were suggested. There were no changes suggested except of the most conservative character.

It was announced that the text of the proposed changes if endorsed, would be mailed to all members before being printed as part of the rules.

Following came various routine committee reports, and the secretary read sundry communications involving invitations to the association for its next annual convention, etc.

Manager Bronson delivered an invitation to members to attend the next annual meeting of the National Lumber Manufacturers' Association to be held at the Hotel Sinton, Cincinnati, on May 7-9, 1912.

Address of Assistant Chief Forester

W. B. Greeley, assistant chief forester of the United States, was then introduced and made an admirable address, of which the following is the text:

It was with a great deal of regret that the chief of the Forest Service, Mr. Henry S. Graves, found at the last minute that he would be unable to attend your convention as he had been planning to do for several weeks. It was only the pressure of business of a very urgent character on the Pacific coast that prevented Mr. Graves from being here today.

In his absence I will present in behalf of the Forest Service a few things which we believe may be of interest to this association. So much is being said these days on forestry as a general proposition that I have felt it would be worth while to confine my remarks to specific points which may be of special interest to hardwood manufacturers.

Out in California a few weeks ago a sale of timber was made from a tract of railroad land which had previously been twice cut over since the lumbering business in that portion of the state began. Three distinct sales of stumpage have been made from this property, at intervals of a number of years, each including all the timber which the purchaser at that time was willing to cut. And the significant fact is that the proceeds from the third sale were greater than those from the first.

Similar instances are doubtless familiar to every hardwood lumberman. They suggest the possibility of shaping the business so as to make the most out of the operation of certain natural laws which stand ready to our hands, to be used. The first and greatest of these is the productive

power of the soil, expressing itself in the growth which makes big trees out of little trees. A second natural law is the increasing value of timber from decade to decade, resulting not only from its greater scarcity but as well from new and more complete utilization of all kinds and conditions of wood.

Forestry, as I understand it, is nothing more or less than the intelligent use of these fundamental laws in the management of timber lands. And it seeks through the application of these natural laws to find a basis upon which the lumber industry can be made a business, not alone of today or tomorrow but of the future.

The possibilities of forestry in southern hardwoods rest upon and are absolutely limited by the fundamental need of fire protection. It is fruitless to talk of conservative cutting or any other aspects of improved forest management until fire protection of reasonable efficiency is an established fact.

The owner of hardwood lands has been slow to realize the necessity of eliminating fire risk from his property. This is due to the slight damage caused by fire to his merchantable timber as compared with the northern coniferous forests. It is not difficult to prove, however, that the loss in merchantable timber in the southern hardwoods from repeated fires, occurring with periodic regularity, is a serious factor on many of the drier sites. The constant killing out of the smaller growth results in the course of years in a much sparser stand than the ground would naturally support.

Looking ahead of the utilization of the present matured crop, the elimination of fire is an absolute prerequisite of any step toward permanent use of the capacity of the ground to produce wood, of any step toward placing the hardwood industry upon a permanent footing with an assured future supply of raw material. Doubtless we have all seen areas in the various stages of the passing of the forest under repeated attacks by fire, and this, too, in a region where natural factors are so favorable to tree growth that, with this single element of injury eliminated, a new forest of some kind would spring up after any conceivable method of cutting.

An estimate based upon all the data obtainable shows that the hard wood lands of the southern states, in the broad, will produce about 30 cubic feet of wood an acre annually if fire loss is eliminated; that is, about 180 board feet every year on every acre. In every thousand acres which are kept from producing and accumulating this natural growth by repeated fires the hardwood business is losing 180,000 board feet of future timber every year.

The first and great commandment of forestry, in the southern hardwoods in common with all other timbered regions, is—eliminate your fire risk as a general condition. It is my judgment that the time has come for the lumbering industry to heed this commandment. I believe that this first essential step to insure the stability of your business should be taken now. Without it there can be no forestry development that is real or worth the effort.

Studies made by the Forest Service indicate that much of the hardwood land in the Southern Appalachian ranges will yield, under forest management, upwards of 40 cubic feet of wood per acre annually. That means 2,500 board feet on every acre every 10 years. A large number of measurements of oak and chestnut sprout lands of good quality in eastern Tennessee, lands cut clean half a century ago and restocked from the stump, show a yield of 700 railroad ties per acre in 50 years.

It would be foolish to attempt any uniform application of these possibilities of wood production, under protection from fire, to your business. The application will necessarily vary in accordance with differences in the character of the timber, its accessibility to transportation, and the market for various products.

For the lumber manufacturer who is contending with the low-grade problem and who lacks a market in the form of railroad ties, mine props, acid wood, and the like, for his smaller and rougher timber, there is, in my judgment, one definite and practicable application. That is, to leave a portion of his low grade stock in the form of small rough timber on the ground, to grow and clear itself a bit before it is marketed. He may increase his operating costs slightly but he will decrease the percentage of low grades in his cut. The trees he would leave will be in the best period of their growth, when they are not only adding most rapidly to their volume but also clearing themselves of limbs and improving the grade of their lumber at the greatest pace, and their growth will be made still more rapid by cutting out the larger trees around them.

Some striking results are obtained from a close analysis of the yield of trees of different size by lumber grades. It takes about three years for a 13-inch yellow poplar to add an inch to its diameter. During that period the increased volume and improved grade of the timber in the average tree adds 44 per cent to its net value above the costs of logging and manufacture. This is at the rate of 12 per cent a year, compound interest, a return which I take it would be considered extremely satisfactory in almost any business enterprise. While a yellow poplar is growing from 16 to 17 inches, it is earning 9 per cent a year, compound interest. From 24 to 25 inches, it is earning but 4 per cent. A similar change in actual value, based upon a close analysis of grade contents, is taking place in the smallest third of the trees of most species usually cut in hardwood operations.

The South contains today enormous areas of low grade hardwood from which the better timber has been culled. In the absence of a first-class market for minor products, it may be worth while to determine how the value of such timber changes as it increases in volume and improves in grade. Perhaps it is earning more money to its owner by standing on the ground than it could if cut now and converted into cash. I have faith particularly in conservative cutting of this fashion for the operator who finds the disposal of low grade stock difficult and whose average present return might be increased by eliminating a part of the low grade stuff from his cut.

In localities where there are good markets for crossties, mine props, acid wood, and like small products, the best forestry may require clean stripping of the land and the growth of a new crop of sprout wood from the stump. By the best forestry I mean the forestry which pays the most money. The actual production of wood in a given period of time is most rapid under this method. Where the market exists, common sense will often demand its adoption. The possibilities of future returns under it are indicated by one of the instances which I previously cited. Good quality sprout lands in eastern Tennessee can be purchased, as I am informed, for under $5 an acre. In 50 years they will yield 700 crossties to the acre, the actual growth which has taken place on a large number of measured areas. Assuming that 2 cents an acre each year will pay the cost of efficient fire protection and that a cent and a quarter per acre will pay the annual taxes, the crossties would have to be worth, at the end of the 50-year period required to produce them, 8½ cents on the stump to return 5 per cent compound interest on the entire investment in land, protection and taxes. Any advance in the price of tie stumpage within the 50-year period above this figure would mean that much profit over the percentage given.

Far be it from me to cite such examples as this as indicating something that every hardwood owner in the South ought or can do. The application of any forestry to the extremely inferior lands with slow rate of growth is doubtful. Some owners are so situated with reference to markets and transportation facilities as to make any attempt to administer their holdings in accordance with such methods of doubtful financial wisdom. I have, however, tremendous faith in the possibilities of forest management in many portions of the hardwood belt, in accordance with some such methods as I have outlined, adapted to the varying conditions in the individual case. I believe that the time is ripe for at least thorough-going tests of their possibilities in increased production of wood and greater ultimate money return.

So much for the general needs and possibilities of forestry in the southern hardwoods. What is the federal government doing and what is it ready to do towards bringing about the things which these needs and possibilities indicate should be done?

The United States is now in a fair way to become a neighbor of members of your organization as an owner of hardwood timber land, and to experience itself the responsibilities and difficulties involved in the administration of timbered property in the South. Under the terms of the Weeks Law, passed March 1, 1911, the purchase of approximately 85,000 acres in western North Carolina, northern Georgia, eastern Tennessee and southwestern Virginia has been approved by the Forest Reservation Commission. The final acquisition of these lands by the government now rests entirely upon the determination of titles. The examination of an additional area, totaling 400,000 acres in the southern states, has been completed. With $8,000,000 available for land purchases within the present and succeeding three years, we may anticipate that the United States government will be definitely established in hardwood circles as an owner of stumpage within the near future.

It is not probable that the lands acquired by the federal government will be concentrated in very large holdings. The areas purchased will in the main be widely distributed throughout the Southern Appalachian ranges. This we believe to be distinctly desirable. It will enable the Forest Service to get into direct touch with a large number of private owners.

One point in reference to the acquisition of lands in the Southern Appalachians by the federal government I wish to make particularly emphatic. These areas will not be placed in a glass case and reserved from use. As rapidly as it is practicable to develop administrative machinery and secure the information necessary for the intelligent management of these lands, it will be the policy of the Forest Service to sell their timber under conservative methods of cutting.

The presence of national forests in the southern hardwood belt will not, therefore, be inimical to the lumber and wood using industries in that region. Our timber will be available for their needs subject only to such restrictions as we believe necessary in the interests of permanent and conservative forest management. We hope that the presence of these national forests may prove of distinct benefit to your industry. We believe that when we are once established as a timber owner in this region, we will be able to demonstrate the possibilities of efficient fire protection and applied forestry in a way that will convince our neighbors of their practicability and value. We hope and are confident that we will be able from the start to co-operate with adjacent private owners in working out the best solution of these problems, and in joint effort along all practicable lines for the good of forestry and the industries dependent upon it, and for the good of the states where our mutual interests will lie.

Another phase of federal work which we desire greatly to extend into the South, and which we believe will help in solving the immediate and fundamental problem of fire protection is co-operation with states under

the Weeks law in the protection of the forested watersheds of navigable streams by the acquisition of lands, the Weeks [illegible] to be used by the secretary of agriculture in assisting states to protect the forested watersheds of navigable rivers from fire. The law prescribes certain conditions which must be met by the state before this assistance can be rendered. The state must itself have provided by law for a system of fire control. The amount of federal money expended in the state in any one year must not exceed the expenditure under state appropriation for the same purpose. In other words, the state government must make a definite start towards fire control by creating an organization and by appropriating funds for its activities.

Before federal moneys are allotted to any state for this work, a systematic plan of fire protection must be prepared. It must show just what and how effective measure for controlling forest fires throughout the state are contemplated. It must show how the federal allotment will be used to supplement the efforts of the state itself and of its private timber owners. In every case our funds have been employed exclusively for the maintenance of patrolmen in dangerous districts as the most direct and effective way of getting at the bottom of the problem.

In my judgment, it is exceedingly unfortunate that the Forest Service is debarred from extending this work into the distinctly hardwood states of the South because of the failure of these states to take the necessary preliminary steps on their own account. I feel that in the preliminary stages of fire protection in this region, the co-operation of the federal government would be an extremely valuable aid.

Whatever the federal government may be able to accomplish by these various lines of effort, it is neither possible nor desirable for it to solve any large part of the problem of forestry in the southern hardwoods. The real burden is yours, and yours alone. The effectiveness of the solution of this general question of a waning hardwood supply will be measured by the effectiveness with which the average private owner works the problem out on his own property. We will advise where we can, cooperate where we can, furnish specific examples of good, and possibly bad, management where we can, but the real work is yours.

In conclusion then, a word or two as to what in my judgment private owners of hardwood timber should do now, may be in point. I believe most emphatically that the first and by all odds the most important thing is to meet aggressively the common danger of fire loss, on cutover and second-growth lands as well as in virgin timber.

Aside from action by the state governments, coats must be taken off and good gray matter expended, in hard work on the protection of the individual timbered property. In this work, the experience of some of the northern and western timber owners as to the value of co-operation should be of real value. One of the hardest problems confronted in protecting the individual tract of timber is the excessive cost per acre when this work is attempted on a small scale by each owner acting independently.

As to the application of any one of the socalled forestry methods of management to private lands which have been discussed and advocated by the Forest Service, it is of course not possible to urge any one specific measure for all cases, or indeed to assert that forestry methods of any character are applicable in all cases. I believe that improved methods of forest management will pay now in many portions of the southern hardwood belt. I know that they are necessarily a long way off in other portions. I would not urge any operator to go beyond what his business sense and experience tell him is right, or what his financial interests clearly indicate to be safe and dependable, in changing his methods of operation.

What I do wish to urge, however, and what I believe we all realize as fundamentally true is that changes in this direction are bound to come rapidly, and that the progressive operator should be ready to adopt them, whichever is most practicable under his immediate conditions, just as soon as their soundness as a feature of his business is evident. I believe that the progressive operator will do more than that. He will see the wisdom of these changes a little in advance of their actual arrival.

Concretely my suggestion is that the method of improved forest management [illegible] adapted to your operation be given a trial. Try it out as you would try out a new type of logging machinery. Satisfy yourself as to its soundness by the most direct and effective way, namely, by experience. I wish particularly that the reservation of small, low grade timber in operations where the immediate market does not clearly indicate the desirability of close cutting might be thoroughly tested, both as to the immediate financial results of eliminating this material from the cut and as to the gain or loss in taking it out in a later operation when better size and grade are attained. As high grade lumber becomes more difficult to secure and possibly more valuable, I look to see the adoption of this method in many localities as one solution of the general problem. In any event, little will be sacrificed in a thorough going test [illegible]

We all need experience, and particularly experience outside of the lines of our old methods and fixed ideas. Accumulated experience is, after all else has been said, the factor which will ultimately determine the possibilities involved in this great problem and which will guide progress in the right direction. The Forest Service is seeking it in common with [illegible] we will bring us shoulder to shoulder with the hardwood operators in working out their own problems. Your own experience, your own initiative, your own will enable us to do far more effective work in finding the right answers to some of these questions than we have ever done before. We desire most earnestly your co-operation in whatever we may attempt, and we assure you of our co-operation in all ways in which we can furnish it in working out these vital matters for the common good.

Speech of F. L. Brown of Chicago

F. L. Brown of Chicago, acting president of the Sales Managers' Association, and president of the Chicago Lumbermen's Association, was then introduced and spoke as follows:

It may be said in some quarters truthfully that the association field is very much overworked. By referring to the calendars in various lumber journals from week to week we note many announcements of conventions, local, state and national, reaching into every phase of the lumber industry; and sometimes we wonder whether or not they are all practical, whether they are all serving in their particular field in a manner which will interest as well as profit all those engaged in lumber industries.

There are associations beginning from the stump represented here today in the manufacturers' side of the question, following out carefully, and very profitably, the best ideas pertaining to the manufacture of lumber. This is, of course, the real primary object for lumber associations to have, well worked out, with definite ideas that are well understood.

Following that we have associations for regulating the inspection of lumber, which is a very, very large feature in our business. Then there is also the association of wholesalers, and various organizations all pertaining to the same one line of work.

It occurs, however, to many of those interested in the lumber business that there must be a solid foundation for these organizations, a purpose that is well carried out; that they must be well planned in order to make them profitable. Just as soon as an agreement begins to show wear, just as soon as it is threadbare, then it has served to some extent its mission, and must either be laid aside or repaired. The object of any association when it begins to wear out and becomes tiresome or threadbare, so to speak, must either be thrown aside, or a new one taken up.

Now along with the theories and ideas that are presented from time to time before organizations of men whose time is valuable, it seems as though the field relating to the sale of lumber has been quite largely neglected. Coming as I do from the dealers' end of the business, I have felt that this is a very prominent feature that should have, it seemed to me, in some manner due consideration.

Last year there were several representatives from the middle states in Chicago, and an organization was formed called the Lumber Sales Managers' Association. The field occupied by this association seems to be unique in that it fills in a place not occupied in any sense of the word by the other organizations that are now in existence.

Let us see what some of the points are that have not received proper attention. The merchandising of lumber necessarily requires somebody who is posted on market conditions. We may say that we know pretty well how it is and yet an intelligent exchange of ideas along points of market conditions, statistics relative to the amounts of lumber that are for sale, and credits—which in itself is a very large subject—and we might add to that tariff, and freight claims, are simply suggestive departments that may be taken up in this manner under such association work.

The organization which started in a small way a year ago has been working along until the demand seems to be increasing very rapidly for giving it more attention. Occupying as it does a field which really sizes up the profits that we are to get from our sawmills, it seems as though the attention necessarily given to it should not be one of minor importance.

The sales managers are the salesmen of your products. They are the men to whom you look for the outlet for all that you can do. You want them to dispose of such product as your logs may make. In order that this may be done there is required intelligent consideration by men who have studied the proposition and who have traveled more or less extensively. This is one of the greatest points that we can possibly give consideration to.

I believe that the necessity that is back of an organization of this size is largely due to the demand which seems to be apparent from lumber salesmen all over the country at this time; for instance, the market conditions of lumber as they come to us in one form or another are almost entirely suggestive; they sometimes suggest truth, and sometimes suggest error. On the whole they do not present a very reliable guide to follow at all times, and it seems as though the most definite and the most reliable idea of the real condition of the market can best be obtained by salesmen or sales managers through such an organization as I have been speaking of. While it is young, yet the work which is before it is developing in a most splendid fashion.

I might take this opportunity to announce, gentlemen, that the annual meeting of this Sales Managers' Association will be held in Chicago on February 15 and 16, at which time you are urged to either be present personally or send your salesmen there and see if they do not find it one of the most profitable adventures that they have ever made in association work for the prosecution of their sales.

There comes to me the idea of the old adage that "A chain is no stronger than its weakest link," as being most applicable to associations;

because whether an association is of manufacturers or of sales managers, the association as to its greatest strength may be measured from the weakest member composing it; that is to say, in any organization if there are permitted to creep in very many members whose ideas of doing business are not such as to bear the light of day, or whose notions of competition are such as to prevent the man who wishes to do a legitimate business from securing any business at all, then the association which is backed up in such a manner is of a weak character and will be of short life.

The primary object back of such an association as I have been describing to you has for its backbone the elimination of all members who conduct their business in any manner objectionable to the firm or salesman who wishes to do business along businesslike lines. I hope that is thoroughly understood.

It is not the purpose of this organization to be a clearing house for trouble, nor to furnish an opportunity where all defects in the lumber trade can be sorted out and settled; but it will very largely remedy those things which come to us as being very objectionable.

Gentlemen, the harmonious side of association work is another large feature in the extension of sales as well as in the intelligent manufacture of lumber. We learned a few moments ago from Mr. Greeley's address that it takes three years to increase the diameter of a 13-inch poplar tree one inch. I think in that fact is well exemplified the idea that in an organization of men banded together to accomplish anything that is going to be lasting we can not expect a mushroom growth to develop sturdy business methods that clear open and daylight performance of our trade practices will permit.

I do not doubt that the members of this association every one of them have come up against the fact many times that unless we exchange our ideas with those who are in the same line of business with us, we do not know how we are going to stand with our products nor where our sales are going to land; but the more we can follow up with organized effort along the lines that are going to open up the largest field, and open it up in the fairest, most honest and most honorable way, the more we will achieve a permanent and most satisfying result.

Gentlemen, come to Chicago the middle of February.

Indiana Home of Inspection Rules

Van B. Perrine, president of the Indiana Hardwood Lumbermen's Association, was called upon and spoke briefly on the subject of the Indiana Association being the parent of hardwood inspection rules, and stated with great force that nothing would give the Indiana association more pleasure than to see a unification of the inspection rules of the Hardwood Manufacturers' and the National associations. He believed that every member of the Indiana association would work heartily to that end.

Election of Officers

C. L. Harrison, chairman of the committee on nominations was called on for a report and spoke as follows:

In determining upon a name to put before this convention as your executive officer to succeed our present worthy president in carrying out the progressive and successful policy that the year's business shows up for the fiscal year 1912, we think that we have made a selection that will meet the approval of every one of the members of this association. We have chosen a man who has been in this association since its inception, and who has been prominent in all the conferences that have resulted in our present standards, which are being accepted all over the country. We have chosen this gentleman because of his enthusiasm, and because of his faithful service. We beg to present to this convention the name of Mr. W. E. DeLaney, of Cincinnati, as your president for the ensuing year.

On motion, the report of the committee was accepted, and the secretary was introduced to announce the cast of the organization for Mr. DeLaney for president.

Retiring President Townsend appointed a committee to conduct Mr. DeLaney to the chair, and addressed him in a speech of congratulations.

In response the newly-elected president spoke as follows:

In the selection of your president, as to whether or not you have made a wise choice remains to be seen.

In a business fight there are two types of men who are always difficult to combat. One is a man who overwhelms you with his superior knowledge, the other is a man who is so foolish as not to realize when he is defeated. I belong to the latter class.

I do not mean by that assertion that I shall, as your president, go out of the way to pick up any fights, but as long as I am your leader, the policy of the association shall be an aggressive one.

I have been very much interested in association work ever since I became affiliated with this organization, and while I have never had any thought that I should ever become your leader, I would not be sincere if I should make the statement that I am not pleased with the honor which the associates and the members of this organization have conferred upon me.

I can easily fight the battles of this organization on account of a thorough and sincere conviction that the principles upon which it is founded are correct ones. Furthermore, I am firmly convinced that this organization is absolutely essential both to the manufacturers and consumers of hardwood lumber of this country.

I am not egotistical enough to think that as your president I can unaided solve the problems which may confront our organization during my administration. I am depending upon the co-operation, advice and hearty support of every member of our association. With it I assure you that the results will be pleasing and entirely satisfactory; without it there will be nothing but failure. The word "failure" is not in my vocabulary. I know I can procure co-operation and support if I give you the opportunity, and that is my intention.

I naturally hesitate to accept the honor which you have conferred upon me when I permit my thought to revert to those who have preceded me in this position. This organization is proud of them, every one, and I shall be satisfied if history in the lumber world will see fit to link my name with theirs. In the matter of inspection, I shall follow the ambition of my predecessors, and strive to carry forward the work they have done in the effort to obtain universal inspection of hardwood lumber. I want to assure you, gentlemen, that my every effort shall be to accomplish that one thing, to my mind the greatest problem that confronts us today.

I ask your loyal support. I will give you the very best that is in me for one year; make or break, you have got it. As to whether or not my administration this next year is successful does not entirely depend upon me; I have some egotism in my system, but not that much. I must have the co-operation of every man, and I believe that I am going to get it.

The remainder of the nominating committee's report was then offered which recommended the re-election of J. H. Himmelberger of Morehouse, Mo., as first vice-president; B. B. Burns, Huntington, W. Va., second vice-president, and an executive board to consist of:

R. M. Carrier, Sardis, Miss.	E. A. Lang, Chicago, Ill.
Clinton Crane, Cincinnati, O.	J. W. Oakford, Scranton, Pa.
W. H. Dawkins, Ashland, Ky.	A. B. Ransom, Nashville, Tenn.
F. F. Fee, Little Rock, Ark.	W. M. Ritter, Columbus, O.
W. A. Gilchrist, Memphis, Tenn.	W. B. Townsend, Townsend, Tenn.
Geo. E. W. Luehrmann, St. Louis, Mo.	R. H. Vansant, Ashland, Ky.
	W. B. Burke, Charleston, Miss.

Provision was made for members of the executive grading committee, of which R. H. Vansant of Ashland was elected chairman; and for sundry state vice-presidents of the association.

The report of the committee was enthusiastically accepted, and the various nominees were elected.

Both the newly elected vice-presidents were called upon and briefly responded.

On motion, a rising vote of thanks was tendered to Retiring-President Townsend for the faithful and able services he had performed for the organization. Whereupon the convention adjourned.

CONVENTION NOTES

On Tuesday evening an elaborate banquet was served the members and their friends in the banquet hall of the Hotel Sinton, which was delightful in all respects. The banquet was followed by a vaudeville entertainment.

HARDWOOD RECORD regrets its inability to publish the full text of the speech of Leonard Bronson, manager of the National Lumber Manufacturers' Association, which analyzed in a very comprehensive way many of the important phases of lumber affairs. The Hardwood Manufacturers' Association is affiliated with the organization which Mr. Bronson represents. Last spring the offices of the National Lumber Manufacturers' Association were removed to Tacoma, Wash., on account of that being the home of its president, E. G. Griggs, but it is decided to hold the next annual meeting of the association in the East, and Cincinnati has been selected as the place, with May 7-9 for the dates.

One of the best addresses of the meeting was that of Herbert E. Sumner of the Sumner Lumber Company, which is reproduced in full in this issue. Mr. Sumner discussed in an admirable way the philosophy of scientific lumber exploitation. Mr. Sumner is the author of some of the most forceful advertising copy that has ever been issued by any lumberman, and he is an expert in that line of work.

The address of A. T. Gerrans, chairman of the advertising com-

mittee of the National Lumber Manufacturers' Association, elaborated very fully the various facts that have been presented concerning wood substitution that have appeared in HARDWOOD RECORD during the last six months. The necessity of a campaign of education to the general public on the frailities of wood substitutes as compared with the true merits of wood were fully brought out. This is another address which is reproduced in full in connection with the accompanying report.

E. C. Atkins & Co., Inc., the silver-steel saw people of Indianapolis, Ind., fairly outdid themselves at this meeting of the Hardwood Manufacturers' Association in the beauty and elaborate character of the badge they presented to all members. The pins of the badges were numbered in sequence, which number corresponded with the registration number of each member, and was in the form of a shield. A russet leather strap with a gilded buckle supported an oblong bronze tag, worked out with the association's trade-mark, the conventionized tree, with an outline map of the United States below, bearing the name of the association. At the bottom of this tag was inserted a tiny compass. It is probably the most expensive souvenir badge that has ever been given away by a manufacturing house in the history of the lumber trade, and reflects credit, not only on the good taste but on the generosity of this foremost saw manufacturing house.

An executive board meeting was held immediately after the convention, at which were present W. E. DeLaney, president and chairman; W. B. Townsend, W. A. Gilchrist, J. H. Himmelberger, W. B. Burke, F. F. Fee, B. B. Burns, C. M. Crawford, R. M. Carrier, R. H. Vansant, E. A. Lang and Lewis Doster.

Various subjects were discussed, outlining policies for the year 1912, and Lewis Doster was re-elected secretary.

The president was authorized to appoint an assistant secretary, and the members of the board were to send in the names of applicants whom they knew of for this position. The next board meeting will be called within sixty days.

Northern Manufacturers Convene

The third annual convention of the Northern Hemlock & Hardwood Manufacturers' Association was held in the club room of Hotel Pfister, Milwaukee, Wis., on January 31. The attendance was the largest yet recorded at any gathering of the organization, no less than eighty per cent of the total membership being present.

The meeting was presided over by President W. C. Landon. After the roll call and the reading of the minutes of the previous meeting the president delivered the following address:

President's Address

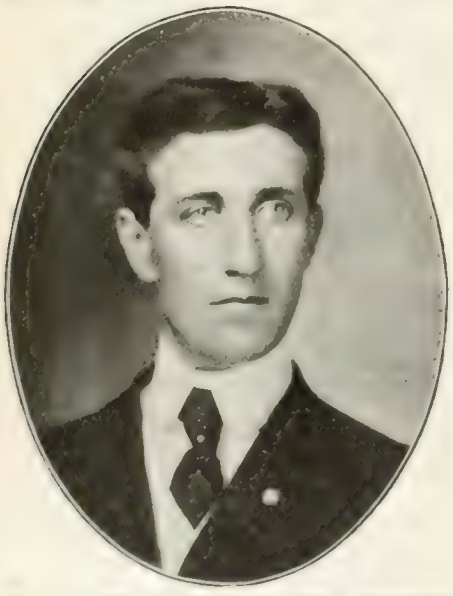
It gives me great pleasure to look into your faces and to have the privilege of presiding at this meeting. First, because it affords an opportunity of meeting a large number of friends; second, that we may review the past and plan for the accomplishment of larger and better things for the future.

It is not necessary for me to go into details regarding the work of the association during the past year, as this will be brought out in the reports of the secretary and various committees. A year ago at our meeting which was held in this room—there was a large and enthusiastic attendance and as we then reviewed the conditions of the business world, we had reason to believe that the year 1911 would be considerable of an improvement over the year 1910. In this we have not been altogether disappointed, while it may not have measured up to our full expectations. I believe we will all agree that there has been an improvement in the lumber business, not alone in price, which is always important, but to the improved conditions of stocks, not only in the territory covered by this association, but throughout the whole country. When you take into consideration the improvement which has developed within the last sixty days and the fact that nearly everything has been liquidated to a very great extent, coupled with the fact that the total business of the entire country for the year 1911 was as great as that of 1906, we certainly have every reason to feel hopeful for 1912. While I do not look for a boom for the year 1912, I do look for a considerable expansion of business in all lines, in which I believe lumber will share in fair demand and somewhat better prices.

Until recently I never have realized to the full extent the importance of a lot of association work that this association can and should be doing. We are too much engrossed in our own affairs to give the time and attention to many of the problems that come to us and they are let go by default until we come up to a solid wall where we are forced to act, many of us individually, and many times fail to accomplish what we might have done as an association in a very much more satisfactory way and at very much less expense.

We have before us now some important railroad matters, particularly that of inequality of rates, some of which are manifestly unjust and I believe could be remedied very easily at a small expense by engaging a tariff man for a short time to check over the rates and put the matter in shape for the railroad committee to present to the various railroad companies. Then there is the equipment of cars for logs and lumber. In some states there is a law to the effect that the railroad companies must not only allow 500 pounds for the stakes, but must either furnish you with the desired equipment or pay $1 per car for staking cars.

We also have before us the rules for safeguards as applied by the Bureau of Labor of Wisconsin. These rules can be improved upon and I am sure that the commission would have welcomed any reasonable



W. C. LANDON, WAUSAU, WIS., EX-PRESIDENT



R. S. KELLOGG, WAUSAU, WIS., SECRETARY



GEORGE F. FOSTER, MELLEN, WIS., TREASURER

suggestions in the making of them. These rules are now being revised and the committee of manufacturers who have been appointed to draft these rules covering the different industries, want our co-operation so they may as far as possible avoid mistakes that might impose a hardship on us as manufacturers and at the same time carry out the plan of safeguarding the employe.

Our inspection department has a very important part in our association work. One of the things that the bureau of grades should now have under consideration is a change in the grading of hardwood so that the lumber will be graded from the good side of the piece instead of the poor side, as is now the custom. Another thing is the question of standard sizes and widths of hemlock in the rough and after being worked. There is an effort being made throughout the United States to bring about a uniform standard of working all kinds of lumber and I believe that we should join in this movement.

I would recommend that the office of chief inspector be moved into the office of the secretary, and while I realize the importance of having a chief inspector and chairman of the bureau of grades being in close touch with each other, I believe that there are many more advantages in having the office of the chief inspector in that of the secretary's.

About September first of last year it seemed to the board of directors advisable that this association withdraw from the National Lumber Manufacturers' Association and we tendered our resignation which President Griggs refused to accept and asked that the matter be deferred until the next meeting of the board of governors. I am now free to confess that I believe this would have been a serious mistake, as I find the National association is doing a valuable work in many ways for the lumber industry, and while we may not see some of the direct benefits of the work they are worthy of our support and encouragement.

The National Lumber Manufacturers' Association has had a committee at work for some months on an advertising and publicity campaign. You have had reports from that committee setting forth some of the things that they propose to do if this is started, and I believe it will be. It will require considerable money, which will be kept in a separate fund and used for that specific purpose. This is a very important subject and should receive our careful consideration.

In conclusion let me impress upon you that this is your association; that the results accomplished by it will depend how much we as individuals will put into it. Your officers can not do it all, they need your hearty co-operation in the future as in the past in all of the demands that will be made upon you.

E. J. Gillouly then presented the report of the treasurer, George E. Foster, which showed the following condition of the association's finances:

Balance January 28, 1911	$ 653.70
Receipts during the year	14,425.27
Total	$15,078.97
Disbursements	14,909.86
Balance on hand January 29, 1912	$ 169.11

On motion the report of the treasurer was accepted and filed.

Secretary's Report

Secretary R. S. Kellogg then read the following report of the work of the organization during the past year:

A few members have not yet sent in their final reports for 1911, but the figures and estimates which I am able to give you, compare most favorably with those presented at the annual meeting here a year ago today. At that time our membership was seventy-five firms—now it is eighty, notwithstanding the fact that four firms finished operations and dropped out at the end of 1911, and that the contracts of three others have been terminated for various reasons. We can say with confidence that both the scope and the effectiveness of association work are greater than at this time a year ago. For this we are largely indebted to the conscientious, unselfish attention to the demands of association activities freely bestowed by many members. The member who devotes the most time to the furtherance of association purposes is personally the most benefited by the results. It is the member who does little, and the non-member who does nothing to assist us who are prone to scoff at association efforts, and to say that they are of no avail. The workers know better, and that something for nothing can no more be obtained from the association than from other undertakings.

Financial Statements

The following comparison of estimated sales in 1911 and actual shipments reported at the end of the year, has proved very satisfactory to the officers of the association, for the additional dues paid upon the over-run enable us to enter the new year with a balance to our credit, instead of a deficit, as was feared at the beginning:

Estimates and Shipments, 1911

Hemlock

Estimated	414,450,000 feet
Shipped	452,914,000 feet

Over-run—9 per cent

Hardwoods

Estimated	213,942,000 feet
Shipped	243,808,000 feet

Over-run—14 per cent

Total estimates	628,392,000 feet
Total shipments	696,722,000 feet

Over-run—11 per cent

Gain on over-run	$1,694.92

Making conservative estimates for the few reports that are lacking, the statement of association income in 1911 is as follows:

Freight rate books	$ 65.00
Inspections	829.60
Assessments	13,903.96
Sundries	3.69
Total	$14,802.25

There was an unexpected call for the association freight rate books during 1911, so that the total receipts from sales since the publication in August, 1910, has slightly exceeded the cost of compilation, printing and distribution. The supply of eastern books is exhausted, and only forty-five copies of the western books remain to be sold. Frequent calls still come in for the eastern books which cannot be filled, since the demand will not be sufficient to cover the expense of a new edition until there is some general change in freight rates.

Association expenses in 1911 were as follows:

Stationery and printing	$ 176.86
Postage, telegraph and telephone	466.72
Office expenses and equipment	563.42
Sales reports	1,425.75
Traveling expenses	3,704.32
Salaries	7,895.91
National Lbr. Mfrs.' Ass'n. (Paid up to Sept. 1, 1911).	500.00
Charged off on rate books	38.80
Sundries	30.00
Total	14,801.78

The auditor has checked the monthly expense books of the inspectors and secretary and found them correct. The secretary's records of receipts and expenditures agree with those of the treasurer, and the books were in balance last week, so it appears safe to say that the financial transactions of the association during the year were properly recorded.

Making conservative estimates for the few final reports not yet received, the resources and liabilities of the association at the beginning of 1912 were approximately as follows:

Resources

Cash	$ 974.09
Expense money held by inspectors	116.65
Unpaid dues	380.69
Total	$1,471.43

Liabilities

Credits for overpayments on dues	$ 632.56
Approximate balance	838.87
Total	$1,471.43

This is approximately the same balance as at the beginning of 1911.

The estimated expenses for 1912 are:

Postage, telegraph and telephone	$500.00
Office expenses and equipment	700.00
Stationery, printing and sales reports	1,600.00
Traveling expenses	4,000.00
Salaries	8,100.00
Total	$14,900.00

This does not include membership in the National Lumber Manufacturers' Association. If affiliation with the National association is continued, the sum of $1,600 must be added to the above estimate in order to cover dues from September 1, 1911, to January 1, 1913. The estimated sales upon which to base the assessment in 1912 are 370,000,000 feet of hemlock and 205,000,000 feet of hardwoods.

Hemlock and Hardwood Statistics

The statistics upon hemlock and hardwoods available at this time are complete enough to throw a good light upon conditions, but to avoid a tiresome repetition of figures, only certain features of the reprints of compilations of cut and shipments in 1911 and stocks on hand, January 1, 1912, which you have, will be touched upon.

Shipments by the same sixty firms compare as follows for 1910 and 1911:

	Hemlock, Feet.	Hardwoods, Feet.
1910	369,937,782	163,247,832
1911	359,621,933	189,396,879
	Decrease, 3%	Increase, 16%

These figures indicate a most satisfactory volume of hardwood trade last year and fully as large a hemlock trade as could be expected owing to the depleted condition of stocks early in 1911, and the small amount of dry lumber in the fall.

Reports of hemlock stocks held by sixty firms on the first of January this year show an increase of 11 per cent over the first of January last year. However, it is pretty certain that the actual increase in hemlock stocks has been slight, if any, for the summary of monthly cut and shipment statements for 1911, based upon an average of 73 reports, shows shipments equal to production during the year. The stock reports show that out of 265,000,000 feet of hemlock on hand unsold on January 1, 1912, only 20 per cent is No. 3, which is less than the normal ratio of No. 3 to the entire production. Moreover, we know that stocks of dry No. 3 hemlock are 40 to 50 per cent less than at this time last year.

Notwithstanding a decidedly heavier hardwood production in 1911, the stock reports show a strong condition on the first of January, 1912.

compared with a year earlier. An increase of 20 per cent in birch on hand, and of 7 per cent in hard maple is more than offset by decreases of 23 per cent in ash, 19 per cent in basswood, 23 per cent in rock elm, 26 per cent in soft elm and 22 per cent in oak, making the total amount of hardwood unsold the first of January this year, slightly less than the first of January last year. The monthly reports indicate that shipments of hardwood in 1911 amounted to 90 per cent of production, while the stock reports show that of all the hardwood on hand the first of January this year, 42 per cent is sold, against 36 per cent sold last year. Moreover, the recent increase in demand for low-grade material has reduced stocks of dry No. 3 hardwoods to at least 25 per cent below what they were a year ago.

Reports gathered last October indicated a probable decrease of 14 per cent in the input of hemlock logs this winter, and of 11 per cent in hardwood logs—a probable decrease of 13 per cent for the two combined. The weather this winter has not been favorable to rapid logging, so it is not likely that the total input will exceed the estimates made in the fall.

Conditions Elsewhere

A brief survey of conditions in other localities is most instructive. There is no over-supply of hardwoods in southern Michigan, with an actual shortage there, as here, in No. 3. Moreover, the hemlock situation in the lower peninsula is stronger than for several years past.

Yellow pine stocks are badly broken and much below normal. Manufacturers have orders on hand for most of the lumber in pile, and heavy bookings for special stuff. Export trade and local demand are strong, while weather conditions are forcing a heavy curtailment in cut throughout the South.

The stock reports of the Northern Pine Manufacturers' Association show a little increase in dimension, some decrease in common boards and strips, and less than half the quantity of No. 5 boards on hand as compared with a year ago.

Conditions are improving on the Pacific coast. In Oregon and Washington a large number of mills will be closed during December, January and February, and many others are shut for from thirty to sixty days. The resulting curtailment in production will be not less than 500,000,000 feet, which will do much to counteract the previous overproduction of fir.

The long-continued duration of low price levels for lumber has forced manufacturers everywhere to calculate costs more closely than ever before, and it is leading them to decide that it is better to shut up shop than to sell for prices which will not cover stumpage, manufacture and selling expenses, together with a reasonable margin of profit.

Suggested Association Activities

The future of northern hemlock and hardwoods is not discouraging. If we lose some old outlets for our products, we can find or make new ones. Wood has a real and substantial value, notwithstanding all the inroads of substitutes, and just because a man owns both standing timber and a sawmill, it isn't absolutely necessary that he should put all the timber through the sawmill in order to sell it. The pulp mills of the United States wil not indefinitely continue to import yearly 900,000 cords of high priced Canadian spruce to make paper of. They will learn that after all, there is an abundant supply of pulp material available at home, and right here is where the experiments of the Government Groundwood Laboratory at Wausau, some of whose results are soon to be officially published, will do much for hemlock. Moreover, if the competition of the substitute box proves too keen for the wooden box, there will still be a chance to use much low-grade timber for boxes, for the substitute box is made of pulp, and pulp is made of timber. Still again, our Lower Michigan brethren are finding the manufacture of railroad ties to be a good outlet for a lot of material which, if sawed, produces chiefly No. 3 lumber. There is much opportunity for a careful investigation of the possibilities of diversified utilization of our woods which might well be undertaken either by the members individually, or by the association.

The secretary has for some time been publishing in the weekly circular, more or less information upon stock wanted and for sale. How far such information has been of value, he has little means of judging, for seldom, if ever, is he informed of any sales which result from these efforts. He believes, however, that here is a field for the enlargement of association activity, and he has some tentative notions on this subject which he would be glad to take up with an association committee, if the members think them worth while.

Statistics compiled by the Northwestern Cedarmen's Association show that the insurance premiums paid by the members for a period of five years amounted to $413,000 for which they received only $31,000, or less than eight per cent in payment of losses. This huge discrepancy between outgo and income has lead them to adopt a form of inter-insurance, which is said to have proved highly successful with other industries. It is probable then an investigation of payments and receipts for insurance by the members of this association would show a similar condition. Here is another fertile field for association activity.

Reference was made a year ago to the need of advertising our northern woods. Since then, a general campaign to advertise wood against substitutes has been proposed which will probably be undertaken by the National association, but whether this is done or not, in no way affects the need of wider publicity for the merits of our own products, and especially of such Wisconsin products as 40 per cent of all the birch lumber cut and nearly three times as much as any other state. Wisconsin also leads in basswood, elm, and hemlock, without counting upper Michigan, whose products and interests are in common with Wisconsin's. This association, which represents both sections, could advertise the real merits of these woods effectively for probably one-half of the sum now spent by the members individually in making general statements (never read by the consumer) that "The Dryasdust Lumber Company manufactures hemlock" or that nobody else can possibly produce as good hardwoods as the John Smith Company. Trade-bringing publicity catches attention, arouses interest in the article to be sold, carries conviction as to its merits, and creates desire for its possession. Has such an advertisement ever appeared over the name of any member of this association? Plenty of money has been spent for advertising which has not brought results. It is time to consider what changes in methods are necessary. The least the association should do is to appoint a live committee to study into the question most thoroughly. To steal a quotation—"He who finds he has something to sell, and goes and whispers it down a well, is not so likely to collar the dollars as he who climbs a tree and hollers."

The General Outlook

Beginning with the latter part of October, the business tone has steadily improved. Optimism has replaced pessimism, and the man who before could see only the hole in the doughnut, now realizes that there is a possibility of also getting some of the dough. General trade in 1911 has been fitly characterized as being in the state of repression rather than depression, but unless all signs fail, there will be less repression this year. This does not mean any immediate boom in any line, but it does mean healthier activities undertaken with more confidence. A sage brush philosopher remarked the other day that the man who talks the least has the most sawdust to sell, and attention to this principle in 1912 will counteract all the prophesied evil effects of state and presidential elections. We have always had elections, and will have them so long as the present form of government endures. We ought not to take them too seriously. After all, the main business of life of most of us isn't talking politics—it is attending to our own particular affairs, and doing the best we can to meet conditions as they arise.

On motion this report was accepted and filed.

On motion the chair was authorized to appoint a committee of five to take up the recommendations made by the president and secretary and report at the afternoon session. The president appointed as this committee Messrs. McCullough, Chapman, Green, Earle and Schulz.

Railroad Matters

W. G. Collar, chairman of the railroad committee, said that his committee had no tangible report to present, although some things occurring in connection with railroad affairs were encouraging. The efforts to secure lower rates from the northern roads had not met with success; while northern roads were willing to make reductions, southern roads leading to the North were not willing to participate. The car stake matter was again discussed. One railroad claimed that it would take a quarter of a cord of wood to equip a freight car with stakes, which was worth more than the cost of the material and the freight. The committee firmly believed that the safety appliance rules would eventually oblige railroads to equip open cars with bunks and chains. Mr. Collar said the distance tariff matter in Wisconsin had been indefinitely postponed, and he believed lumbermen had nothing to fear from that source. Mr. Collar suggested that if the association continued to fight for car stakes it might be possible to get some relief from state commissions; that many thousands of dollars had been spent in a fight before the Interstate Commerce Commission, with no results.

The report was accepted.

Legislative Matters

A. L. Osborn, chairman of the legislative committee, said that his committee had not held a meeting during the past year, but that a number of matters had come to his attention and he had been able to do something for the association through the Wisconsin Manufacturers' Association. One of the legislative problems with which it had to contend was forest fire protection, and he believed everyone was gratified with what had been accomplished along these lines. One of the things looked after was a bill that was introduced in the state legislature, making every election day in the state a legal holiday, and providing a fine for every manufacturer who ran his plant on those days. Mr. Osborn said that under present conditions such a bill would make it bad enough for manufacturers, but with the prospect of initiative, referendum

and recall it would be worse. The Manufacturers' Association had succeeded in killing this bill. It was suggested that it was a good organization and it would pay any member to join it at its annual cost of $25 a year.

Report of Forest Fire Committee

T. A. Green, chairman of the forest fire committee, reported that a considerable part of the work of his committee was done by the legislative committee, and that in reality his committee had done very little. In Michigan several prospective laws were killed that might have been on the statute books, to the disadvantage of lumbermen. He said the Michigan Hardwood Manufacturers' Association had decided to form a fire protection association such as the northern Michigan people had, and he believed the time was ripe for Wisconsin manufacturers to do the same thing. The northern Michigan association now has 2,000,000 acres enrolled, and patrolled about 5,000,000 acres. He thought the enrollment paid during the present year would represent about 2,500,000 acres, and, to illustrate what work they had done, he said that they had notified 8,000 blueberry pickers during the past season to be careful of their fires when they were at work. As a result, not a fire was caused by them. The association's patrolmen had put out ninety-five fires with little or no damage. He said, of course, the association had been favored with a wet season. Nevertheless, it had done good work. Among other things, he said it was found that only about two per cent of the settlers knew the provisions of the forest fire law, but that the association had furnished every one of them with a copy of it. The cost of patrolling during the past year was five-eighths of a cent per acre. The expense of forest fire fighting in Michigan is borne one-third by the township in which the fire occurs and two-thirds by the state.

This report was supplemented by one from W. A. Holt, chairman of a subcommittee of the forest fire committee, in which were recited various details of proposed forest legislation.

Other discussions prevailed during the morning sessions, after which the meeting adjourned.

AFTERNOON SESSION

During the afternoon session President Landon introduced Fred Klapproth of Chicago, vice-president of the National Association of Box Manufacturers, who invited the members of the association to be present at the meeting of the box makers at Chicago on February 21-23.

Report of Committee on Grades

M. J. Quinlan, in behalf of the committee on grades and information, submitted the following report:

Mr. President and Gentlemen: In the absence of the chairman of your committee on information, I have been asked to submit a report for that committee. While regretting that this duty was not assigned to one better qualified, I will give you the main points as they occur to me.

This branch of our business for 1911 was fairly good, in volume at least, and barring the prices obtained for No. 3, it would be called fairly satisfactory as regards prices, the whole showing a small margin of profit.

At the risk of being called tiresome I am going to say a few words on the various woods that go to make up the group known as northern hardwoods.

Ash: This wood, while being but a small item with most of us, is quite important with some. Has had a fair sale and reasonably good prices—ranging from about $25 to $30 for No. 2 common and better F. O. B. mill. Only a few of our members produce good enough quality to obtain the highest prices. No. 3 common in this wood has been very low.

Basswood has been in the dumps for the last year and a half, but the last three months has seen quite a marked improvement. This is particularly true of the lower grades.

Beech while not considered a prominent wood in Wisconsin, is surely forging to the front and is finding a readier market at better prices than in former years, and I predict that this encouraging market for this wood will continue.

Birch: This wood, while still a prime favorite, has lost of its popularity by the substitution of red gum. It is, however, produced by us at a profit which can very easily be wiped out by a very slight overproduction.

Soft elm is, I think, daily advancing in value, while the supply is surely decreasing. This wood should bring its manufacturer a better price.

Maple: This wood reached a higher plane of value in 1911 than at any previous time, but owners of Wisconsin maple have always been ready to crawl into their holes when Wisconsin and Michigan maple came in for comparison. This, gentlemen, is a mistake. I am ready to admit that Michigan log run maple is worth more than ours, but I am not ready to admit that grade for grade there is any material difference. I expect this statement to be questioned, but am ready to defend my position.

Rock Elm: I hardly know what to say of this wood, which I consider as the most valuable wood, intrinsically, that grows in our state, but it is not bringing its owners any return on the money invested. Sales of this lumber during 1911 have been made as low as $20 per M F. O. B. mill, while other stocks little or no better, but carefully shaped up, have brought $28 F. O. B. mill. This statement is a fact and seems worthy of serious thought.

Oak: I am sorry not to be able to give some information on this very valuable and fast disappearing variety; none of it grows in my section of the state, and I confess I am not competent to discuss the wood intelligently.

Before leaving the domain of hardwoods, perhaps a few words as to prices obtained during the year may not be out of place.

Basswood during the year has sold log run at from $22 to $25 and No. 3 common as low as $10, but lately this last named grade has readily brought $12.50 to $13 or even higher prices F. O. B. mill taking a 10 cent rate from Wausau.

Beech has sold at from $13 to $16 F. O. B. mill, but this lumber ought to bring about $18 when compared with the cost of other woods going into the same use. It is used quite largely for flooring, and, finished, brings nearly as much as maple in the same grades.

Soft elm during the year has moved readily at prices ranging from $18 to $24 for log run. You will note a wide range in prices, and it hardly seems right to have no great difference in, or between, different lots. No. 3 in this wood moves at about $9 to $10 F. O. B. mill.

Maple: The quantity of this lumber in mill hands is greater than it ought to be in order to obtain a fair price. This is, I think, particularly applicable to 1-inch and is attributed to the reduced sales of maple flooring. The sales of this wood during the year have run from $17 to $21 for log run but the No. 3 has sold as low as $5.50 to $6, which prices represent not much, if any, more than half the cost of production.

I have already said all that I feel warranted in saying about rock elm. We will now consider hemlock:

Perhaps the less said about it the better, and yet it is so important an item in our state that it deserves serious consideration. Wisconsin has for the last few years produced more of this wood than any other state in the union, even surpassing Pennsylvania in output. We are rapidly denuding our state of this valuable wood and doing it not only without profit but at an actual loss—I have no hesitancy in saying that no manufacturer in this state has got a new dollar for an old one out of his hemlock transactions since 1907.

I believe a good bunch of hemlock stumpage would sell today for $3 a thousand, and yet we are cutting that same stumpage into lumber and getting out of it about $1 per thousand for stumpage. I don't think any one present will dispute this statement.

How long will these conditions continue?

The remedy is in our own hands, all that is needed is the courage to apply it.

I hesitate or fear to make any forecast for the year 1912. Many men prominent in the business and financial world predict a better outcome for business this year, but I cannot feel very sanguine over the outlook, and, if given to the habit of advising others, I would be inclined to say go slow.

Gentlemen, I thank you for the close attention you have given this report. I have just touched the various subjects; the report is far from being complete. I have barely suggested what might be a remedy for the existing conditions and leave to this association to work it out.

Mr. Quinlan also presented the report of Chief Inspector C. F. Lusk, which recited the work of his department during the year. On motion the reports of the committee and the chief inspector were accepted.

Recommendations

M. P. McCullough, chairman of the committee appointed to review the reports of the president and secretary, then made the following report:

"Your committee has no recommendations to make on the car stake question as it was disposed of at the morning session.

"We recommend that the committee on grades consider the advisability of the changes suggested in the hardwood grades.

"We recommend the co-operation of our association regarding uniform standards of working all kinds of lumber.

"We recommend that the suggestion of moving the office of chief inspector from Owen to Wausau be referred to the board of directors and committee on grades.

"Owing to the present condition of the treasury and inadvisability of a special assessment for the purpose, we recommend that our association does not participate with the proposed national advertising campaign.

"We recommend that our secretary continue publishing in weekly circulars information of stocks wanted and for sale.

"We recommend that the secretary obtain information regarding insurance premiums and losses of our members in the same manner as compiled by the Northwestern Cedarmen's Association, and publish the results in weekly circulars.

"We recommend that the matter of our affiliation with the National Lumber Manufacturers' Association be brought up for general discussion at this meeting."

On motion the committee's report was adopted.

Discussion

The association decided to continue its affiliation with the National Lumber Manufacturers' Association.

National Advertising Campaign

Secretary Kellogg then spoke at some length on the proposed advertising campaign of the National association, and read a letter from G. E. Rhodes, a member of the advertising committee of that organization. In this letter Mr. Rhodes said the proposition had not appealed to him at first, but that on investigation he believed something could be done to help lumber as lumber. A good many unwarranted and untrue claims had been made by those who were advertising so-called substitutes, and he believed it to be the duty of every lumberman to combat these statements in every way possible. On motion the chair was authorized to appoint a committee to investigate the advertising proposition of the National organization and report at a later meeting.

Resolution of Respect to Hon. J. A. Wright

Mr. Osborn presented a resolution of respect to the memory of the late J. A. Wright of Merrill, which was adopted.

Election of Officers

J. T. Phillips, chairman of the nominating committee, then presented the names of the following officers for the ensuing year:

PRESIDENT—Ed. A. Hamar, Chassell, Mich.
VICE-PRESIDENT—R. B. Goodman, Goodman, Wis.
TREASURER—George E. Foster, Mellen, Wis.
DIRECTORS—Eugene Shaw, Eau Claire; W. C. Landon, Wausau; A. C. Wells, Menominee; Geo. H. Atwood, Park Falls.

On motion of Mr. Osborn the secretary was instructed to cast the ballot for the nominees and they were declared elected.

The convention then selected a committee on grades and information: M. P. McCullough, M. J. Quinlan, J. T. Phillips, Joseph J. Ott, M. J. Fox, C. A. Goodman, T. A. Green.

President Hamar was then escorted to the chair, and made a happy speech of acceptance. On motion a resolution of thanks was tendered to the retiring president and other officers for their services during the year.

New Business

Mr. Landon called attention to the pamphlet which had been distributed by the secretary, regarding safeguarding mills, and suggested that the members would do well to keep track of this matter and what the Industrial Commission of Wisconsin was doing regarding the recommendations of safety appliances.

M. J. Fox suggested that a committee be appointed to discuss hardwood inspection matters and confer with the National Hardwood Lumber Association in the effort to secure rules more agreeable to Wisconsin producers. On motion the chair was authorized to appoint such a committee, with instructions to prepare suggestions and present them to the National organization.

On motion the president was authorized to appoint a legislative committee.

A letter telling of the resolution introduced in congress, providing for the investigation of the business of foreign and domestic fire insurance corporations, was read from Manager Leonard Bronson of the National Lumber Manufacturers' Association.

An invitation was read from the National Wholesale Lumber Dealers' Association to be present at its annual convention at Louisville, Ky., on March 6 and 7.

DIRECTORS' MEETING

Immediately following the adjournment of the convention the directors met and transacted routine business, including the re-election of Secretary R. S. Kellogg.

The Wood Substitute Game

EXPERT EXPLOITATION OF STEEL CARS

HARDWOOD RECORD'S special clipping bureau reveals that during the last week of January the article quoted on this page was published verbatim in hundreds of American newspapers as straight editorial matter. The reading of this by every lumberman is worth while, as it distinctly reveals the oft-repeated fact that the editors or publishers of many American newspapers are perfectly willing to let someone whose interests are served express their editorial sentiments, especially if accompanied by a recompense of so much per line. This character of particularly effective exploitation is also called to the attention of the advertising committee of the National Lumber Manufacturers' Association as an object lesson in the one way to influence public opinion, as any one of these hundreds of newspapers which published this paid-for and pernicious editorial will publish a second article absolutely reversing their views for a comparatively slight recompense.

You don't see the steel car people employing any full-page advertisements in the magazine press to exploit steel cars. They know a better way to advertise, and the sooner the lumber trade wakes up to the real way to spend its money in the promotion of lumber against its substitutes, the cheaper they will come out and the more effective will be the work.

The editorial referred to is as follows:

STEEL CARS

[illegible] J. J. Hill and [illegible] other big men of the railroad world on [illegible] in Central occurred while the four were in a private car of wood construction. One may guess that a steel car would have saved [illegible] of life.

The American [illegible] is supposed to be engaged in one of the arts of peace. But actually he and his passengers seem to need armor proof protection quite as much as our jackies that live the ordinarily peaceful life of the battleship. Until our railroads get over the habit of trying to pass each other on the same track, our cars need to be thoroughly fortified and placed on a war basis.

Railroad accidents can be enormously reduced by the use of steel cars. Even the more massive construction of a well built vestibule car does much to promote safety. At the railroad wreck at Colton, Cal., a few years ago, the baggage and smoking cars were reduced to kindling wood, but the vestibule car behind escaped without breaking any windows. The train was running fifty miles an hour, and the force of the impact was such as to lift the seats from the vestibule car and pile them up in the front of the coach. But the frame remained intact.

A prolific source of injury is the insecure method of attaching seats to the car floor. Screws are commonly used instead of bolts, and cast iron instead of steel.

If the seats remain in place in a wreck, and if there is no telescoping, the passengers rarely suffer more than bruises or at the worst broken limbs.

The objection has sometimes been raised to steel cars, that they do not lend themselves to decoration and look ugly. Railroad managers should learn, however, that the public is surfeited with ornate painting and draperies and woodwork. A dead man gets little satisfaction out of the plush lining of the casket. And a live man is little pleased by elegance that soon becomes frowsy under the decay of dust and soft coal. Steel has a neat and cleanly quality that is very refreshing amid the grime of travel.

SOME EDITORS ARE NOT IN THE GAME

Noting the observations on the foregoing paragraph might lead to the belief that the editorial opinions of all American newspapers are purchasable. This is far from the truth. Through the efforts of HARDWOOD RECORD'S campaign in simply telling the truth about wood vs. steel cars, there are a vast number of newspaper

editors who apparently have carefully analyzed the merits of the two types of cars, and the clipping bureau of this publication reveals the fact that there are published hundreds of editorials on the subject favorable to wooden cars that positively *have not been paid for*. Hence, the public can analyze the true facts for itself as to whether the arguments in favor of the wooden car, published freely and gratuitously, or the arguments in favor of the steel car, very largely subsidized matter, constitute the true facts in the case.

As an example of this latter class of literature, the following editorials, of marked fairness, on the subject are quoted:

(Scranton, Pa., Times, Jan. 31, 1912.)

WOODEN VS. STEEL CARS

Contrary to general impressions, it is not settled yet whether the steel car provides the safety that has been claimed for it, and in many quarters the wooden car is still regarded as preferable. According to the opinion of one railroad expert, the only advantage of the steel car is the absence of material that is likely to burn. He points out that the days of Pintsch gas lighting are ended, and that now all cars as a rule are lighted with electricity, which has eliminated the dangers of fire even where the wrecked cars are of wooden construction. "As a matter of fact," said this expert, "the dangers of fire in a railroad wreck are now less than they are in a fire-proof building." In the event of a railroad wreck, the main purpose lies in the problem of getting the occupants of the cars out of the wreckage. Holes were readily chopped in the roofs or sides of the old wooden cars, but when a couple of steel cars are piled on top of one another, or are sent into a river, it is a difficult matter to gain freedom for the passengers. There is a mighty force exerted when two solid steel trains come in collision. In the case of the wooden cars, so railroad men say, the first crushing of the wooden material tends to consume the shock, but when the solid steel frames withstand the impact, the effect on the passengers is said to be terrific, and they are likely to be killed.

In a comprehensive article on this subject in the Railway Age Gazette, details are given of the effects of the rear end collision on the Chicago, Milwaukee and St. Paul at Odessa, Minn., on Dec. 12. The following opinion is expressed: "It must be concluded that in accidents of this kind none of the various types of steel passenger car construction of equal weight have any particular advantage over wooden equipment so far as resistance to impact is concerned, and there is not much difference in the cost of repairs of the heavier parts of the construction."

(Freight, New York, Jan., 1912.)

PUBLIC SAFETY

In the carriage of passengers by rail or water the first consideration ought to be and must become the prevention of loss of life in accidents, and secondly, conservation of health under the most comfortable conditions the passengers elect to pay for. Humanity and justice will compel the legislator to enforce this policy where a voluntary effort is not apparent in the conduct of the carrier.

To reach this end, however, no political measure having the effect of personal notoriety is to be considered. The experiments leading to any conclusions must be by scientific men and without regard to whom they may affect in a business way

As to rail lines, there is much interest in the adoption of all steel cars to replace wooden ones, or cars partly wood and partly steel. Probably the most impartial board to pass on the matter is the Interstate Commerce Commission, and that body of men, while, in so far as can now be seen, it favors the all steel cars, is not yet beyond the phase of further consideration.

Railway men of high position and with full realization of their responsibilities are of divided sentiment. Some are quite sure the all steel car is a success except as to the difficulties in operation, and others are uncertain as to all steel construction, waiting for more light and believing in a steel under-frame properly reinforced, and wooden upper structure. The weight of engines and equipment upon rails, ties, roadway and bridges is not to be neglected as an element of danger, and some time the maximum must be reached in the part of railroading over which trains move.

The best thought of the country is being given to the subject, and public safety is the prime thought uppermost in the consideration of the government officials, who will undoubtedly give any recommendation their greatest force in the conclusions placed before Congress.

There are some things that might be done hastily that would involve an enormous tax on the people without reaching the purpose sought, and this question has the possibility of such a result. If we as Americans were not in such a rush to get from one place to another, possibly a more moderate speed, with roadbed, rail and equipment suitable to it, would conserve a great many lives now worn out early because of our phenomenal pace. At any rate, let our experts settle the question right before Congress passes any permanent laws.

Newspaper editors of publications of the Hearst stripe, if they have any interest in the truth about the relative merits and safety of the two types of cars, can very easily get at the facts and publish them. The steel trust, which probably inspired the publication of the series of verbatim editorials first quoted in this publication, as prophesied in a former issue of HARDWOOD RECORD, has not sent out pernicious, paid literature covering the Odessa or Fort Wayne wrecks or any of the numerous failures which have unmistakably shown the frailty of the steel cars. All these editors have to do is to seek the expert opinion of competent engineers of car building companies, and it is dollars to doughnuts that, without exception, these experts will confirm the evidence that has been thus far presented by HARDWOOD RECORD.

STEEL IN THE AUTOMOBILE INDUSTRY

In wide display in a leading Chicago newspaper of February 6 is an advertisement of the Alco motor truck, which is described as "Road Locomotive—All Steel." The first paragraph of the advertisement reads:

"Like the new steel railroad coaches—or, better still, the locomotive—the Alco trucks at the Coliseum show are wellnigh indestructible. Scarcely a stick of wood is found above the wheels—the spokes of the wheels are of wood, because wood is *resilient.*"

Does not this very paragraph tell the surpassing merit of wood as compared with steel? The one word "resilient" tells the whole story. Resiliency means not only elasticity, but the capacity of taking up shock and returning to place after shock. Wood has all the merits and none of the demerits of steel. It is subject of demonstration that in automobile construction wood sills are superior in every particular to the steel chassis frame now generally employed. The wood sill permits a resiliency of construction which is impossible with the steel frame. The wood frame makes possible a degree of easy riding and an absence of jar and road shock that is obtainable only with a wood sill.

Such automobile makers as employ wooden sills usually use second growth ash, but doubtless there are other woods that are of equal value for the purpose. Such makers say they employ wood because "it is stronger and lighter," and also because "its capacity for absorbing vibration and road shocks is very much better than that of steel."

One automobile manufacturer recites, in support of the contention that a laminated ash frame is lighter and stronger than steel, a number of tests. Pieces of ash 4" wide and 2" thick were placed upon a support 24" apart. The maximum loads per unit weight were obtained. They were as follows: Solid pieces, 2,370 pounds; thoroughly seasoned laminated solid pieces, 2,500 pounds; laminated piece sap-wood, 1,950 pounds. It will thus be seen that the thoroughly seasoned glued-up piece was the strongest. At the same time, tests were made of channel steel of the same comparative sizes as would be used to make a chassis frame of the size for which the wood pieces are used. Low carbon and chrome nickel steel were used. In no case did the unit weight load get above 1,550 pounds, whereas it went as low as 625. The piece which gave the 1,550-pound unit weight load weighed 12.25 pounds and was 4½ inches high, 1 13/16 inches wide and 2/10 of an inch thick, while the strongest piece of ash weighed but 6.25 pounds. The tests recited were made by the Franklin Automobile Company of Syracuse, N. Y.

Now as to the relative merits of automobile bodies made of steel, aluminum or wood. This subject has been discussed rather comprehensively in these articles in the past, but latterly HARDWOOD RECORD has been making some investigations in Great Britain, France and Germany to secure the consensus of opinion on the subject among the automobile makers of the high type of foreign machines produced. It is found that from five to ten years ago the foreign automobile manufacturer, owing to the relatively low cost of steel as compared with wood, carefully investigated and thoroughly experimented with both steel and aluminum for body-making purposes. The result proved so unsatisfactory that today there is not an automobile body made by a leading European manufacturer of anything but wood. More than one-half of these bodies are made of mahogany, and the remainder

of points. When it gets down to real, scientific facts, American manufacturers are still obliged to take their hats off to the specific knowledge and scientific attainments of foreign experts.

STEEL BARRELS

The writer can recall that for a period of more than a quarter of a century, attempt after attempt has been made to build a steel barrel for general use, that would compare in efficiency with a wooden one. These attempts have invariably met with failure. They have not met with failure by reason of the fact that the steel container could not be made for the same or less money than the wooden one, or that it would not hold its contents any better, but from the fact that the metal barrel could not be built to withstand pointed pressure. The same thing obtains in metal automobile bodies. The least contact means pointed pressure, resulting in abrasion, dent, or break of the metal.

No one has yet succeeded in putting a finish on steel automobiles that would stay for any length of time, but, on the contrary, the finish placed on any of a dozen varieties of American woods, in coupe, automobile or car building, stands up for a quarter of a century with only an occasional application of varnish.

THE EVENTUAL OUTCOME

In conclusion, lumber producers need in no wise be discouraged over the present situation concerning wood substitutes. The wood substitute game is undeniably a craze, as it is a curse that will speedily wear itself out. The eternal fact remains that the truth will prevail, and if it were not for the pernicious exploitation of these fake wood substitutes, lumber would quickly come into its own in hundreds of places where it is now largely being substituted by steel and concrete.

It must be recalled that it costs money, and big chunks of money, to exploit any new material, or old material for new purposes, and it is extremely doubtful if the wood substitute crowd can withstand forever the tremendous sales expense account involved in creating public opinion of sufficient strength to force their goods onto the buying public for purposes where wood is infinitely the better and in many cases much the cheaper.

All producers of lumber should ask for is to have the truth told about the merits of wood. After this is done, all the lying encomiums that can be issued by the wood substitute crowd will fail in effectiveness.

Hardwood By-Products

We may never reach the day when the by product of the wood working industry will assume as much importance, compared to the original product, as the products of cotton seed have assumed in comparison with the cotton itself. But we may, and, whether we do or not, the fact is apparent that we are rapidly approaching the stage where the by-product is becoming a very important factor. It would be well for lumbermen to look after this end, that they may get more profit out of the business and have a chance to wax fat financially before timber resources are exhausted.

When speaking of the by-product of wood, many people think of resin, turpentine, pine-needle extract and other things made from the tops, stumps and waste of pine, and from pine wood itself, and do not consider hardwood as an important factor in this connection. However, it is an important factor, and when it comes to wood distillation, hardwood is not only the main factor, but practically the whole thing, the ratio for 1910 being 1,257,997 cords of hardwood used for distillation, against 192,442 cords of softwood. The woods mainly used for this were birch, beech and maple, but there are great possibilities for future development in distillation of the waste product of other woods.

The principal results of distillation are charcoal, wood alcohol and gray acetate of lime. Usually a cord of wood will produce from forty-five to fifty-two bushels of charcoal and distillates yielding from ten to twelve gallons of wood alcohol and from one hundred and thirty to two hundred pounds of acetate of lime. What other woods may do and what other by-products may be developed remain to be seen. It is to be hoped that many experiments will be conducted in the near future with different species of wood, and especially wood waste, with the idea of developing important and worth-while by-products.

There is evidently some work of this kind unaccounted for in the government reports. Mention is occasionally made of the use of syrup or extract of hickory wood as a flavoring or substitute for maple in the commercial product known as maple syrup. Then there are the tanning products, in which approximately eleven million dollars' worth of bark and wood is used annually. In addition to this, there are many untold, or at least unaccounted, uses for wood that do not enter into the average general consideration of by-products from hardwood. At times, too, it is a little difficult to distinguish what may be regarded as the product and what should be classed as the by-product.

When we consider the original production in lumber and timber for the product, then we have the edgings, slabs, short lengths, and many other parts of the tree that may be worked up into small dimensions and other special stock. Here we have, whether it is classed as a by-product or as a product, a case where hardwood has more value than softwood. It is worth more in these small dimension uses, because it performs a more important economic mission. Many small pieces of hickory are used in agricultural implement work and many products, aside from that of tool handles. The same is true of oak and other hardwoods.

Classing everything but standard lumber and timber as a by-product, considerably more progress has been made in the development and utilization of the by-products of hardwood than of softwood. This is not a thing to be elated over as much as a fact to contemplate seriously with the idea in view of making more out of it. Many efforts in the past have been misdirected or badly financiered. There has been either too much handling, cumbersome equipment, or not enough figuring has been done on the cost of production, and too much of this valuable product has found its way to the market without bringing anything like an adequate return to the manufacturer.

To the onlooker, especially after noticing what has been done in different fields, it appears that the hardwood trade has overlooked some good bets or neglected some excellent opportunities for making more profits out of its business. It will surely be worth while for the hardwood trade to give more earnest, scientific attention to the matter of by-products. J. C. T.

Dyeing Black Walnut Sap

Complaint has reached HARDWOOD RECORD that since black walnut has come into a renaissance of domestic demand, the old game of dyeing the sapwood is being revived by some manufacturers, who boil the bark into a dyeing material and dip and steam the sap boards with it, which blackens the surface of the wood to quite a close similitude of the heart portion of the lumber. The correspondent contends that this is a fraud on the wood, and that black walnut sap after being thus treated will not take a high polish or anywhere near as good a finish as the heart-wood will.

When black walnut saps are treated with this stain it makes a good basis for a stain imitation, but it is impossible to finish the wood to look like natural black walnut, as it leaves a dull, dead-like color that does not match the heart-wood.

HARDWOOD RECORD'S correspondent suggests that inspectors should be cautioned against black walnut treated in this way, and states that he knows of one unscrupulous manufacturer who even stains butternut in the method above described, and passes it off on the uninitiated as black walnut.

Lumbermen's Club of Chicago

At a meeting held at the Great Northern hotel on Thursday, February 1, a complete organization of the Lumbermen's Club of Chicago was perfected. R. H. Gillespie presided at the meeting, and E. H. Klann acted as secretary.

After the minutes of the preceding meeting had been read and accepted, a statement of the present enrollment for club membership was made, which showed 199 resident and 60 non-resident applicants, making a total of 259 out of the 400 members desired and expected. Since the date of the meeting this number has been materially supplemented.

Harvey S. Hayden, chairman of the committee on by-laws, presented in brief printed form a constitution and by-laws, and with the exception of a few changes the entire document was accepted as prepared.

On motion of E. A. Thornton, the lumber press was requested to again publish the fact that all charter memberships must be signed up and be in effect prior to February 15, in order to avoid payment of the initiation fee of $50 for resident members and $10 for non-resident.

E. A. Thornton presented the result of investigations of the committee on quarters for the club. He recited specifically a list of the various buildings the committee had looked at in securing a desirable location, giving the cost of each, and various phases favorable or unfavorable to all. He said the club believed the offer of the Great Northern hotel seemed by far the best, and, after consideration, a motion was passed that the report of the committee on quarters be adopted, and that the board of directors be instructed to secure them in the Great Northern hotel, and, furthermore, that the committee be extended a vote of thanks for the services rendered.

Following came the election of officers, which resulted as follows:

PRESIDENT—E. A. Lang, Paepcke-Leicht Company.

VICE PRESIDENT—George J. Pope, D. S. Pate Lumber Company.

SECRETARY—E. H. Klann.

TREASURER—R. H. Gillespie, Gillespie Lumber Company.

TRUSTEES FOR ONE YEAR—F. R. Gadd, Wisconsin Lumber Company; L. C. Haring, Melrose Mill Company; F. L. Brown, Crandall & Brown.

TRUSTEES FOR TWO YEARS—H. B. Darlington, American Lumberman; A. C. Quixley, Quixley & Bulgrin Lumber Company; E. A. Thornton, E. A. Thornton Lumber Company.

TRUSTEES FOR THREE YEARS—John Claney, Thornton-Claney Lumber Company; James G. Miller, E. H. Adams, Leavitt Land & Lumber Company.

The meeting then adjourned.

There is no gainsaying the fact that the selection of officers for the new club meets with the approval of nearly every lumberman in the city of Chicago. President Lang is a strictly live wire, having thoroughly at heart not only the interests of the club, but of the entire lumber fraternity. Vice-President George A. Pope will add material strength to the roster of officers. No one knows E. H. Klann, the secretary, who is not well aware that he is a tremendous worker and will do painstaking and intelligent service for the new organization. The same can be said of R. H. Gillespie, the treasurer, as well as of the various trustees that have been elected to serve the club.

Incidentally, it may be stated that the plans for club headquarters involve the employment of the Jackson boulevard side and a part of the Dearborn street side of the twelfth or top floor of the Great Northern hotel. A large and roomy elevator from the ladies' entrance of this hotel will open directly onto the main corridor of the club rooms, while two elevators from the lobby of the hotel have ready access to the rooms from another direction.

That entire portion of the building will be dismantled and refitted with special reference to making it cosy and comfortable club headquarters. The largest room, into which the main hallway can be thrown, provides a spacious dining room. This room opens onto the court, but is thoroughly lighted.



GREAT NORTHERN HOTEL, CORNER DEARBORN STREET AND JACKSON BOULEVARD, ON THE TOP FLOOR OF WHICH WILL BE LOCATED THE LUMBERMEN'S CLUB OF CHICAGO

Adjoining the dining room is the buffet kitchen. A large reading, lounging and smoking room with an immense circular window at the corner is provided on the Dearborn street front, and extending back of this on the Jackson boulevard side of the building are billiard rooms, lavatory, check room, etc., etc. Provision is made for securing additional space if the demands of the club require it. It is anticipated that provision will be made to have the club rooms open for the entertainment of ladies for several hours each afternoon and early evening. Later, it is anticipated that a separate ladies' dining room will be provided, where they may be served at all hours.

It is expected that the quarters will be refitted and furnished and be ready for occupancy by the club early in March.

The long-needed Lumbermen's Club of Chicago has come into being with usual Chicago promptness and with absolute harmony of purpose. The lumbermen of Chicago are to be congratulated upon this important forward step towards a thorough fraternizing of all interests in the trade.

This is certainly a movement that will appeal to the non-resident lumber visitor in the Chicago market, as it not only provides them with a meeting place where they can at once dine and see a great many of their customers, but also gives them rooming accommodations in a high-class hotel at very moderate prices.

Managing Director John C. Roth of the Great Northern hotel, who is recognized as one of the most competent hotel men and caterers in the United States, is taking a great personal interest in getting the club started, and is sparing no expense in refitting, decorations and furnishings. It is believed the rooms will favorably compare with those of any other club in Chicago.



Veneer and Its Uses



INACCURATE ESTIMATES OF COST OF VENEER MANUFACTURE DISASTROUS

The following advertisement has been appearing regularly for several weeks in an industrial journal in the South:

"Bankrupt Sale—Veneer Plant—For Sale.

[illegible] veneer plant with all up to date driving system. The [illegible] buildings cost approximately $40,000. The machinery alone cost about $26,000. The plant is situated in the suburbs of ———, on the Southern Railway. The capacity of the plant is about [illegible] veneers per day. For further information address.

And the interesting part is that this is not the only ad of this kind which can be seen by perusing the journals which make a feature of their "For Sale" columns. Veneer plants are to be had in a number of sections of the country, and usually the price demanded is not in direct proportion to that which was expended in the erection of the buildings and the installation of the machinery. There is evidently something wrong somewhere.

In many cases the reasons are not hard to find. A large number of veneer plants are erected as a result of the excellent results produced (on paper) by those who can take the price of logs, figure the cost of manufacturing veneers, compare that with the selling price and make the returns on an Arizona gold mine look like the dividends from a Van Buren street peanut emporium. There are some people who are so intellectual that after they have demonstrated that an oak log, manufactured into veneers, is worth enough to take a trip to Europe, returning by way of the Panama Canal, the man to whom the demonstration is presented begins to suspect, provided he is not initiated into the mysteries of the business, that there must be something in the stories of the lumber trust after all.

As a matter of fact, figures, while accurate enough in themselves, are usually exceedingly misleading unless considered in relation to the other factors in the case. The man who figures the value of veneers as compared with the cost of the log usually neglects to include the cost of erecting and maintaining the plant; the labor needed to manufacture the stock; the waste involved; the cost of doing business, including salaries for superintendence, selling expenses and office work and a multitude of other items which would, if considered, soon prove that the margin of profit on veneers, under the conditions that have prevailed for several years, is probably less than in many other wood-working branches.

Unfortunately, it happens that when money is "seeking investment," a demonstration like that indicated above is sufficient to result in the formation of a company and the erection of a plant. After it has been in operation for some time and the difficulty of declaring 100 per cent dividends every six months has been made apparent, the man who is furnishing the capital usually decides that his money had better seek investment elsewhere and consequently puts his proposition on the market. (Vide above.)

In other cases the result is the same, although the immediate causes may not be identical. Few of those who have not been in the business realize the capital required to start a veneer business on anything like a pretentions scale. Timber is exceedingly high, machinery is expensive and other features which are parts of the business require large sums either for the beginning of the work or for operation in connection with it.

The necessity for having money for running expenses, after the entire available capital has been absorbed in the erection of the plant and the beginning of business, is frequently given as a reason for the sale of thin stock at prices which do not represent the cost of production by a considerable amount. It isn't a case of choice; the manufacturer doesn't ask himself, "Shall I insist upon a price which will earn a profit for this investment, or shall I sell and get the money with which to pay off the hands on Saturday night?" As Mark Twain would say, "it is a ground-hog case."

The outcome of methods of this kind is of course not hard to determine. Such a plan, in a short time, usually shorter than the people affected anticipate, is followed by disaster, and the business is halted. Then another red flag is hung out and another sale is provided for.

It would be going too far to say that all new plants are failures. On the other hand, some of the best managed and most successful veneer mills in the country have been started by comparatively inexperienced men, who have, however, made a scientific study of the business, employed the best and most practical help available, and sold their product at the price which it was necessary to get in order to make money. The point which is to be made, however, is that the business is unusually alluring, from the outside, and that unless proper preparations are made and thorough investigation undertaken before work is begun there are bound to be disappointments.

In the case to which reference was made at the beginning of this article, investigation proved that lack of capital was the real reason for the failure of the business. Those who were supplying the funds had been convinced that there is money in veneers, and had agreed to put up the necessary cash. The cost of building and equipping a mill was much more than they had been led to believe, however, and the stiff expenses of operation which they were called upon to meet proved the straw that broke the already weakened back of the financial camel. The angels withdrew their support and the plant, by the same token, shut down. It is still closed and will not be reopened except under a new management.

The manufacture of veneers had not been proceeding long enough to enable it to be determined whether or not the venture would be a paying one. Therefore it could not be asserted that those who organized the company and secured the financial backing did not make good on the proposition, for they had not been given a fair chance to make a showing. It simply demonstrated, however, that it takes capital to run the veneer business, and that the amount required is more than the average investor or capitalist usually realizes.

Owing to its peculiar attractions, and the fact that outsiders regard the veneer business as a sort of legerdemain whereby the intrinsic value of material is greatly increased, without realizing that the laws of supply and demand govern the price as in other lines, and that returns cannot be secured without manufacturing conditions being right and selling methods efficient, the business has been unfortunate in that many have entered it expecting to make fortunes in a day, and have remained long enough to find out their mistake, sell veneers at a loss and retire, more or less gracefully. Those who remained have been compelled to suffer because of the inexperience or over-enthusiasm of the former.

If it were possible, it would be a good thing to issue some sort of booklet on veneer manufacturing, for the guidance of those intending to become J. P. Morgans, Rockefellers and Schwabs through the medium of making "thin ones out of thick ones." Many interesting facts could be compiled from the experiences of some who have tried it, and the result might be that the entrance of new interests hereafter would be confined to those who are prepared to carry on their enterprise as other businesses are operated, with sufficient capital, proper methods of determining cost of manufacture and thoroughly organized selling departments.

G. D. C.

LUMBER FOR THE NORTH POLE

The Paris Manufacturing Company of South Paris, Maine, states that it supplied the first shipment of lumber ever consigned to the North Pole, of which proper delivery was made. This house supplied the material for the sledges that Lieutenant R. E. Peary took on his Arctic expedition. This company states that it has often sent its goods to South Africa, Australia, England, South America and Honolulu, but this is the first time it ever had the distinction of shipping any part of its output to the North Pole.

The Use of Wood in Illinois

	Kinds of Wood.	Quantity Used Annually in Illinois.	Used Annually in Chicago.		Used Annually in Illinois Outside of Chicago.	
		Feet Board Measure	Feet Board Measure.	Per Cent.	Feet Board Measure.	Per Cent.
1	Longleaf yellow pine	295,098,000	173,032,000	58.6	122,066,000	41.4
2	White oak	181,299,110	113,632,110	62.7	67,667,000	37.3
3	White pine	175,664,500	149,380,000	85.0	26,284,500	15.0
4	Shortleaf yellow pine	162,907,000	107,720,000	66.1	55,187,000	33.9
5	Red gum	128,801,580	36,991,580	28.7	91,810,000	71.3
6	Sugar maple	101,487,000	83,172,000	82.0	18,315,000	18.0
7	Red oak	72,971,000	44,250,000	60.6	28,721,000	39.4
8	Cottonwood	63,880,660	31,281,660	49.0	32,599,000	51.0
9	Sweet birch	61,516,700	48,777,700	79.3	12,739,000	20.7
10	Cypress	54,516,000	16,871,000	30.9	37,645,000	69.1
11	Basswood	50,905,500	41,690,500	81.9	9,215,000	18.1
12	Yellow poplar	48,201,830	32,500,830	67.4	15,701,000	32.6
13	Douglas fir	45,279,000	35,972,000	79.4	9,307,000	20.6
14	Hemlock	44,318,000	28,421,000	64.1	15,897,000	35.9
15	White ash	42,695,000	20,447,000	47.9	22,248,000	52.1
16	Hickory	28,746,420	7,127,170	24.8	21,619,250	75.2
17	White elm	26,900,000	14,654,000	54.5	12,246,000	45.5
18	Norway pine	24,794,000	21,364,000	86.2	3,430,000	13.8
19	Chestnut	21,989,000	12,466,000	56.7	9,523,000	43.3
20	Soft maple	21,785,000	14,310,000	65.7	7,475,000	34.3
21	Western white pine	19,636,000	18,585,000	94.6	1,051,000	5.4
22	Paper birch	19,312,000	17,312,000	89.6	2,000,000	10.4
23	Slippery (rock) elm	16,726,000	9,441,000	56.4	7,285,000	43.6
24	Beech	10,145,000	8,687,000	85.6	1,458,000	14.4
25	Black ash	9,936,000	5,336,000	53.7	4,600,000	46.3
26	Tupelo	9,771,500	1,435,500	14.7	8,336,000	85.3
27	Mahogany	6,651,350	5,535,850	83.2	1,115,500	16.8
28	Sycamore	5,308,500	1,166,500	22.0	4,142,000	78.0
29	Walnut (black)	4,340,350	1,161,350	26.8	3,179,000	73.2
30	Sitka spruce	3,774,000	1,091,000	28.9	2,683,000	71.1
31	Balm of Gilead	2,775,000	2,475,000	89.2	300,000	10.8
32	Chestnut oak	2,636,000	1,836,000	69.7	800,000	30.3
33	Black spruce	2,624,500	1,659,500	63.2	965,000	36.8
34	Sugar pine	2,290,000	1,090,000	47.6	1,200,000	52.4
35	Balsam fir	1,160,750	460,000	39.6	700,750	60.4
36	Western red cedar	1,054,000	235,000	22.3	819,000	77.7
37	Tamarack	1,025,000	750,000	73.2	275,000	26.8
38	Western yellow pine	1,000,000	1,000,000	100.0		
39	Red Cedar	986,670	93,670	9.5	893,000	90.5
40	Padouk (vermilion)	694,000	694,000	100.0		
41	Spanish cedar	677,600	533,600	78.7	144,000	21.3
42	Engelmann spruce	664,000	664,000	100.0		
43	Loblolly pine	656,000	346,000	52.7	310,000	47.3
44	Redwood	521,000	202,000	38.8	319,000	61.2
45	Cherry	484,000	243,000	50.2	241,000	49.8
46	Spanish oak	390,000			390,000	100.0
47	Bur oak	345,000			345,000	100.0
48	Cucumber	309,000			309,000	100.0
49	Northern white cedar	200,000	120,000	60.0	80,000	40.0
50	Butternut	183,000	70,000	38.3	113,000	61.7
51	Post oak	170,000	150,000	88.2	20,000	11.8
52	Willow	170,000	30,000	17.6	140,000	82.4
53	Hackberry	166,000	6,000	3.6	160,000	96.4
54	Persimmon	150,000			150,000	100.0
55	Water oak	128,000	100,000	78.1	28,000	21.9
56	Black gum	120,000			120,000	100.0
57	Cuban pine	100,000	100,000	100.0		
58	Rosewood	84,790	45,290	53.4	39,500	46.6
59	Pecan	65,000			65,000	100.0
60	Circassian walnut	40,500	31,000	76.5	9,500	23.5
61	Koko	32,000			32,000	100.0
62	Teakwood	31,000			31,000	100.0
63	Willow oak	30,000			30,000	100.0
64	African cedar	29,000	25,000	86.2	4,000	13.8
65	Tonquin	29,000	29,000	100.0		
66	Osage orange	27,000			27,000	100.0
67	Prima vera	26,000	1,000	3.8	25,000	96.2
68	Black oak	25,000			25,000	100.0
69	Ebony	19,750	19,750	100.0		
70	Moro	19,000			19,000	100.0
71	English oak	15,000	15,000	100.0		
72	Lodgepole pine	8,000			8,000	100.0
73	Marblewood	4,000	4,000	100.0		
74	Satinwood	2,600	2,600	100.0		
75	White holly	2,200	2,200	100.0		
76	Locust	2,000	2,000	100.0		
77	Madagascar tulip	1,500	1,500	100.0		
78	Australian plumwood	1,500	1,500	100.0		
79	African walnut	1,330	1,330	100.0		
80	Snakewood	1,250	1,250	100.0		
81	West Indian boxwood	1,100	1,100	100.0		
82	Cocuswood	1,000	1,000	100.0		
83	Amaranth	750	750	100.0		
84	Donsella	330	330	100.0		
	Total	1,781,536,120	1,116,855,120	62.6	664,681,000	37.4

QUANTITIES AND KINDS OF LUMBER ANNUALLY EMPLOYED IN REMANUFACTURE IN ILLINOIS, WITH COMPARATIVE CONSUMPTION IN CHICAGO AND IN THE STATE OUTSIDE OF CHICAGO

The Department of Horticulture of the University of Illinois in conjunction with the Forest Service, under the direction of H. S. Sackett, chief of the office of Wood Utilization, has just issued an interesting book of one hundred and sixty-four pages, by Roger E. Simmons, covering a study of the wood-using industries of Illinois. The work attempts to trace woods into the different channels of usefulness in which they are employed with a view to determining the kind and quantity utilized in the manufacture of the many commodities made in the state. The study does not include cross ties, telegraph and telephone poles, mining timbers, shingles or laths, as they are regarded as rough forest products. Neither does it include rough lumber which without further manufacture goes into buildings and other structural work, or the large quantity of dressed lumber for building purposes that is shipped into the state.

The report restricts its discussion to woods that enter into factory manipulation in the making of cars, boxes, doors, furniture, interior finish, agricultural implements, coffins, refrigerators and the miscellaneous utilization for which hardwoods are largely employed.

The work contains many comparative tables, one of which is reproduced in connection with this article, and this one shows a summary of the woods employed in the city of Chicago by kind and quantity, together with a comparative statement of those employed in the state outside of Chicago. Just a glance at the table will astound the average lumberman when he realizes that while the remanufacturing institutions of Illinois employed during the year 1909, 1,781,536,120 feet of lumber, the city of Chicago alone consumed in its factories 1,116,855,120 feet of this total.

These figures clearly demonstrate that Chicago leads by a long ways as the chief lumber consuming city of the world, and notably so in hardwood consumption.

In later issues of Hardwood Record, several of the other tables will be reproduced, showing quantities of lumber employed in the various major and minor wood-working industries, not only of the city of Chicago, but of the entire state of Illinois.

The work states that there are 1,216 wood-using industries in Illinois, which consume in their manufacturing lines lumber to the value of $51,229,693. Of the quantity of lumber involved in this total, 84.2 per cent was grown outside of the state; 1.4 per cent within the state and 14.4 per cent was of unknown origin.

Eighty-four kinds of wood are demanded by the manufacturers of Illinois. Yellow pine leads in quantity; white oak is second in importance; white pine, third; red gum, fourth; hard maple, fifth; red oak, sixth; cottonwood, seventh; red birch, eighth;

cypress, ninth; baswood, tenth; yellow poplar, eleventh.

As Chicago has always been the principal distributing point for the forest products of the Lake States, it is not surprising that white pine should stand as high as it does in the list, although the quantity used in domestic remanufacture annually is five million feet less than that of white oak, and the average cost indicates a wide use of the lower grades.

Red gum is becoming one of the principal woods demanded by the wood users of Illinois, and probably the quantity named has materially increased since the time the statistics in this work were collected.

Of the twenty-five foreign woods shown to be employed by Illinois wood-workers, mahogany is the most prominent one, involving as it does 6,600,000 feet.

The work recites that Chicago occupies a high place as a manufacturing district and consuming center, and as is well known is the greatest point of lumber distribution in the world.

The book makes for the first time a showing of Chicago's importance as a point of lumber consumption and center of wood manufacture. Thus in 1909 Chicago's lumber receipts were 2,600,000,000 feet, and the accompanying table shows that forty-three per cent of the quantity involved in receipts was actually consumed for remanufacturing purposes outside, be it borne in mind, of lumber used in the rough and dressed lumber shipped and for the other purposes specified in an early paragraph of this article.

The states of Kentucky and Arkansas furnished almost equal quantities of the larger percentage of the white oak consumed in the state, the remainder coming from no less than fifteen different states. Tennessee supplied the larger proportion of the red oak. Most of the red gum came from Arkansas and Missouri. Wisconsin supplied most of the red birch, basswood and elm, while most of the sugar maple and beech came from Michigan. Tennessee is credited with supplying the larger proportion of the yellow poplar, and Mississippi the cottonwood. Almost thirty per cent of the chestnut came from West Virginia, and twenty-two per cent from Tennessee.

The largest percentage of the lumber listed in the table came from Wisconsin; next, Louisiana; third, Michigan; fourth, Mississippi; the Pacific coast; three per cent and foreign countries, one per cent.

Other tables in the book attempt to show quantity and cost of the wood per thousand feet going into manufactured products in Illinois. In one table is shown the total quantity of lumber used, irrespective of its kind, and the average cost per thousand feet, and its total cost at the factory. In distribution, the industries are divided into fifty-one distinct classes.

It is shown that nearly twenty-three per cent of the lumber entering into remanufacture in Illinois was purchased for the construction of railroad cars, involving an expenditure of over $12,000,000, which is nearly one-quarter of the annual expenditure of all other industries shown.

The lumber employed for packing boxes is only about thirty-five million feet less than that demanded by car builders, but costs $6,000,000 less.

In relative importance, the first six wood-working industries in Illinois are manufacturers of cars, boxes, doors and planing mill products, farm machinery, furniture and pianos. These six lines use over seventy and one-half per cent of the total woods reported.

There are many interesting facts discussed in the document concerning wood utilization in the state of Illinois. It is apparent that Chicago is a great leader in the production of a good many minor special lines, notably barber shop furniture, bathroom equipment, picture frame moldings, chairs, cigar boxes, couches, davenports and coach frames, freight and passenger elevators, electric apparatus, hardwood flooring, incubators and poultry accessories, ladders, laundry machinery, meat blocks, parlor furniture frames, school, lodge and church furniture, sewing machine tables and bar fixtures.

One interesting and not disappointing feature of the report is the fact that there are but nine refrigerator factories in Illinois, of which six are located in Chicago.

One remarkable feature of the report is the showing that the city of Chicago consumes sixty-two and six-tenths per cent of all the lumber remanufactured into various wood products in the state of Illinois.

Is it any wonder then that Chicago is the Mecca for lumbermen from not only every part of the United States, but every part of the known world who have lumber to sell?

Sappy Oak

Let us forget for a minute the connection with and the wrangles over sap, bright sap, sap stain and percentage of sap in grading rules and specifications, and think of sap merely as oak. Sap oak has suffered unjustly from abuse.

It has been neglected because it has not been properly valued. The sap part of oak has been considered as inferior and the outside or sappy boards have never been regarded with much favor. Consequently, they have been dumped indiscriminately. The sun has been allowed to check them, dirt has gotten into them and stain set up, and all of these things are doing to sap oak what we understand is generally done to a dog when it is given a bad name and turned loose.

If properly cared for from the time it is cut until it is used, and if used in a correct manner and in the right place, sap oak will often give good results. For certain schemes of finish in cabinet work it is really a better body to work on than heart oak. It is the same way in flooring and in mill work. If one but takes care of the sap and segregates it from the heart stock so as to get it all together for harmony in texture and color, there is a chance to do just as effective work with sap as with heart. There is no comparison of sap with heart for timbers and exposed work outside where durability is an object under the method of using the timber plain, but with the modern systems of treating wood [illegible] even for outside work.

It is sap oak for high-grade interior work that the writer has in mind, for mill-work, interior trim, furniture and other cabinet work. For instance, if sap oak flooring is selected and laid with care and properly stained before finishing, it will present a beautiful appearance—one that appeals to some people more strongly than the red tone of the heart. It may be finished either very light or an unusually dark stain applied with a filler and then in rubbing off there is brought out a strong contrast of dark and light effects that is very striking.

The same effects produced in flooring may be obtained in a higher degree in furniture and cabinet work. The only thing necessary is to take care of the sap stock from the time it is cut at the mill until it is ready to be used at the factory. Then get enough of it together to make harmony. To have the sap dominating in the particular work in which it enters, and then if the work is carried out right, one can get new appreciation of the possibilities and beauties of sap oak. We need more of this appreciation as an incentive to take better care of it at the mill when it is first manufactured. The sappy part of oak is more likely to check from the sun and wind, and therefore needs extra care.

It should be carefully piled with perhaps more cross sticks than the heart stock in order to keep it straight and in good shape. All this will make it cost a little more, but it should add several times the additional cost to the value of the stock.

J. C. T.



The Handle Trade



BROOM HANDLES FROM OTHER WOODS THAN MAPLE

Years ago, when broom corn was cheap and the principal aim of the broom manufacturer was to turn out an article of the highest quality of manufacture, he preferred to use basswood exclusively for handles, because of its white color, its light weight and the ease with which it worked on the old-style foot-power machinery then in use. However, with the increased price of broom corn and the growing practice of quoting on brooms by weight, the broom manufacturers soon began to see the advisability of cutting down somewhat in the weight of broom corn and making up the weight by using a heavier handle. As a consequence, they gradually changed to handles made of hard maple. At first they endeavored to put green stock into their goods, with the idea of making them weigh that much heavier, but, as this was soon found to be impracticable, they finally used dry hard maple entirely. These handles have gradually been increasing in price and decreasing in size. Where they were originally one and one-eighth inches in diameter, the common handle now is only one inch. While the limit in price for hard maple handles has probably not yet arrived, it soon will. With advancing price in this line it will not be long before some substitute will be found. Various kinds of woods have already been tried out, but none of them seem to answer the purpose, and there is no reason to suppose that there will be any substitution until prices make the use of hard maple absolutely prohibitive. In the opinion of the writer, the first wood which will be used to substitute in this line of manufacture will be red gum. If properly taken care of, this wood has excellent qualities; it will turn on the lathes finely, will take a smooth finish, and can be waxed or enameled as easily as the maple. While basswood could be used, its price is prohibitive, even if the broom men would buy basswood handles, which they will not, except for special purposes. Probably the solution of the question lies with the sawmill man. There is undoubtedly a great deal of waste in slabs and edgings, and in the woods after the tree has been cut, that could be easily worked up on bolting saws into handle blanks. These can be sold to reliable factories as fast as they are manufactured. While the handle manufacturer prefers buying such stock dry, ready to work, he, as a rule, would not object to buying them green when he could get them.

THE FINISH OF HANDLES

The trend of custom at present seems to be toward the highly finished enameled handles. This may in part be due to the fact that painters are taking greater pains with that line of work. This type of handles at first was simply given a coat of paint, a few stripes, and a coat or two of varnish. Then the stripes went out of style and the handle was finished in one solid color. But the painters began to use a cheap grade of material in this style of finish, in order to cheapen the product, and did material injury to the trade, as they put out a handle that would lose its color when damp. It has taken several years of careful effort by some of the best firms doing this class of work to live down the reputation thus gained. But it is felt that the enameled handle as turned out today by these firms will stand every test, and the housewife need have no fear of staining her hands with a broom with an enameled handle.

It is necessary, however, to have, as a basis for enameling, a smooth, well-turned and thoroughly dried handle. While that quality of stock can be turned out by most of the handle plants, it is a fact that the bulk of handles put on the market is not smooth enough for enameling without resanding. While some of the handles appear smooth, they have a gloss finish, and the enamel will not take properly on them without resanding. The process of enameling is very simple in itself, and requires only a lathe for turning the handles at a high speed, the most important feature of the process being the paint or enamel itself. The formula is always a secret one held by the persons doing the work. There are a number of preparations on the market for doing this work, but the best types of finish are put out by men who have been experimenting for years and have worked out their own formulas. This enamel is rather expensive, and while one handle is not very large, a thousand of them will take quite a little material and labor for finishing. The average cost of doing this work is about ten dollars a thousand handles, and up, according to the grade of the finish. The enameled handle is coming more into favor each year, and, in the opinion of the writer, it is only a question of time until all high-grade broom handles will have to be enameled in order to be reliable.

H. B. A.



A New Tropical Hardwood



Conacaste is a massive timber tree growing in the southern states of Mexico, Central America, Colombia and Peru. The botanical name of this tree is *Enterolobium cyclocarpum*—Griseb., but in the trade the wood is frequently called guanacaste or juanacasta (pronounced as if spelled wanacasta). It is one of the largest timber trees found in the deep, rich ravines and on moist slopes, chiefly on the west side of the central plateau of Mexico and Central America. This species grows principally in the dense forests, where its enormous crown overtops the surrounding vegetation. It shoots up a clear trunk from sixty to eighty feet, with a total height of one hundred and twenty feet, and often seven feet in diameter at breast height. The average diameter of the logs that have been cut is about four feet. Conacaste is nowhere abundant, but, like that of mahogany (*Swietenia mahagoni*—Jacq.), the large merchantable trees are scattered. A good many large trees are at present inaccessible, for the reason that the country has not yet been opened up and transportation is attended with considerable expense. The streams are all short and swift and do not aid in bringing the timber in communication with the coast.

Conacaste is a new hardwood on the market in the United States, but it promises to become very important, especially on the West coast, where it is used for purposes for which black walnut is employed in the East. Thus far it has been shipped principally from Manzanillo, in the state of Colima, on the west coast of Mexico, and from points south.

In general appearance, conacaste closely resembles Peruvian mahogany or prima vera (*Tabebuia donnell-smithii*—Rose.), only it is darker and has a more open grain. In Central America it is sometimes called campano espabi, which means false mahogany, but its structure does not resemble true mahogany. It has rather attractive markings, but its coarse structure will not admit it even in the class of the inferior mahogany substitutes, of which no less than thirty are now in the markets. Tests have shown that it will stand up in practically all kinds of climatic conditions. It is necessary, however, that the wood be carefully dried and seasoned. Conacaste can be worked as easily as Peruvian mahogany, an important mahogany substitute, and can be finished more quickly by the painter, because it takes filler readily. In its natural state this new hardwood approximates oak in color, but finishes with richer and deeper tints. The wood is moderately soft, not very strong, though quite tough, and is not prone to check or warp after it is once thoroughly seasoned. It has a specific gravity varying between .35 and .55, the average weight of kiln-dried heart-wood and sap-wood being approximately the same, or about thirty-two

pounds to the cubic foot. The heart-wood is light brown, or often dark brown in very old trees. It turns dark upon exposure.

The most important use of conacaste at the present time is for furniture and interior finish. It is especially well adapted for furniture, not only because of its pleasing grain, but because it takes and retains a beautiful polish when properly finished.

Although this wood has no well-defined annual rings of growth like those in our oaks and chestnuts, there are obvious zones or bands of pores which seem to separate layers of growth. These pores are less numerous than in mahogany, and they are, on an average, smaller in diameter and are open. The pith rays are numerous, but so narrow that it requires a hand lens magnifying from four to six diameters in order to see them. These rays add no attractive figure to the wood when quarter-sawed.

Forestry in Indiana

At the recent annual meeting of the Indiana Hardwood Lumbermen's Association, Samuel Burkholder, chairman of the Committee on Forestry, made the following interesting report in behalf of that committee:

By forestry in this article I will mean the scientific raising of trees to be sold to the manufacturer of lumber in the same way a farmer raises wheat to sell to a flour mill.

Much has been said and written in the last few years advocating forestry, but I contend, except in a few rare instances, forestry is not yet practicable for a private owner, but is a work for the state.

In Europe, where waste is reduced, where more money is annually spent upon the forest to increase its net returns, where the annual cut is in most cases limited to the annual growth, and where the state takes an important part in the management of communal and private forests, the striking feature is the considerably greater profit of forests under direct state management.

All communal forests are subject to some form of state supervision and many of them are managed precisely as if they were state property. Private forests necessary for the protection of watersheds or the welfare of the general public are also subject to state control. They cannot be cleared; cuttings must be done as prescribed by the state, and all cuttings must be reforested. Other private forests not necessary for protective purposes can usually be managed as the owner desires, but co-operation with the state exercises a large influence in the management of private forests. As a rule, government or state forests are very much more profitable and productive. Communal forests are next the most productive, and private forests least productive of all. In the United States the net returns from the forests are a great deal less than the net returns in Europe.

None of the foreign systems withhold the forest from use. Their purpose is to utilize the forests to the fullest extent and to attempt to replace what is cut off by intensive methods of cultivation. The results of this are seen in the fact that the average production of wood per acre in the United States is about twelve cubic feet, while in France it is about thirty-seven cubic feet; in Germany it runs from forty-two to forty-six cubic feet per acre, and in some of the Swiss forests it runs as high as fifty-six cubic feet per acre. You will note from these figures that the European countries are far ahead of us in commercial forestry. In all of these countries it has been found that forests under direct management of the state are more productive than under any other kind of management.

In an investment of this sort there are three items to be taken into consideration: the risk of fire; burdensome taxation, and comparatively low price of the product.

Undoubtedly the state is far more able to cope with the fire proposition than any private owner could be without going to such an expense as to make it entirely impracticable. In Europe they have no forest fires for the reason that fires are prevented from starting, which is a matter for the state.

The second item, burdensome taxation, is wholly a matter for the state. Here where one has to pay taxes year after year on the same trees, one cannot afford to hold them very long, but the state practically forces an owner to cut them to keep the profits from being absorbed by the high assessments. In Switzerland an owner pays taxes only [illegible] cut. In Germany and Austria, the laws are somewhat different, but they are very favorable to private forestry.

Under the third item I have put the rate of interest an owner could expect to get on his investment at the present prices if the land is not worth over $3 per acre or $10 per acre, after the trees are planted, if the public and state are aroused to the necessity of protection from fire, if the forest is not damaged by wind or insects and if the forest is not taxed too high or there is devised another method of taxation for forests, then a profit of four per cent may be expected on a forty to seventy-year investment, providing the right kind of trees are planted.

This last is very essential. There has probably been at least $1,000,000 spent in Indiana in planting catalpa, the greater part of which is waste. Possibly the state would have been better off by several million dollars if it had never heard of the catalpa because there are now more than thousands of acres of our most valuable land planted with catalpa. I am confident the owner will not make more than one to three per cent out of such an investment, whereas he should make ten to fifteen per cent.

If private owners have to pay five and six per cent for money while the government can get it for two and a half per cent, it follows for this reason alone the states and government can grow commercial trees cheaper than private owners and can hold the trees longer before cutting, thereby getting a better grade of lumber.

The Indiana State Board of Forestry is now trying to determine the rate of growth of our Indiana commercial forest trees. The report of what we have done to date will be in our 1911 book. All desiring copies of this will please hand their names to me and I will see that a copy is sent to them as soon as the report is published.

The Lumber Business in Louisiana

In a bulletin on Manufactures of Louisiana, recently issued by the Census Bureau, it is shown that far more establishments are engaged in the manufacture of lumber and its products than in any other one industry in the state, and that the value of the output is exceeded only by that of the combined sugar and molasses and sugar refining industry. The lumber and timber industry of Louisiana has reached an advanced stage of development. It gave employment to an average of 46,072 wage earners in 1909, and the value of its products amounted to $62,838,000, which figures represent sixty and five-tenths per cent and twenty-eight and one-tenth per cent, respectively, of the corresponding tables for the state. This industry includes sawmills, shingle mills, planing mills, box factories, etc.

While the lumber business today is one of the oldest in the state, it was comparatively undeveloped as late as 1889. The most active development has been since 1899, and in 1909 Louisiana was the second state in the Union in the amount of lumber sawed. In that year 3,346,610,000 feet of softwood, consisting of yellow pine and cypress, and 206,308,000 feet of hardwood were cut. A table showing details of the various industries in Louisiana gives 476 establishments engaged in this line of work in 1899 and 702 in 1909. There were 30,000 employes in 1899 and 49,000 ten years later. The capital invested in 1899 was $14,926,000 and in 1909 $88,973,000

The Mail Bag

B 179—Seeks Crating Stock

Kokomo, Ind., Feb. 5.—Editor HARDWOOD RECORD: Can you give me the address of some reliable manufacturers who would be able to furnish crating cut from gum or elm to the following widths: 1x2", 1x2¼", 1x2½" 8 feet and longer?

Anyone interested in this inquiry can have the address on application, by referring to B 179.—EDITOR.

B 180—Suggests Teak for Coupe Sashes

San Francisco, Cal., Feb. 1.—Editor HARDWOOD RECORD: We note in your issue of January 25 in the "Mail Bag" department, an inquiry regarding material suitable for high-class window stock for coupe bodies. Allow us to suggest a wood which is superior, for the uses required, to Mexican mahogany, East Indian mahogany or any of the other woods mentioned. We refer to teak.

Teak is a wood which is not affected in any way by weather conditions—heat, cold, wetness or dryness. For this reason it has been used for centuries on ships for decking, railing, cabin and stateroom doors, storm doors, etc.

A good many of the highest class houses on the coast have their window frames made of teak. This is notably so of Los Angeles. One of the leading architects of that city specifies teak for window casings, sash, etc., in all his high-class residences, public schools, etc.

In the manufacture of teak logs only a small proportion of clear lumber is obtained. This leaves a large quantity of common stock available for cutting up purposes. We believe it is just the thing your correspondent requires, and would like to have you put us in communication so that we can send them a specimen of this wood, quoting prices, etc.

This letter is from a leading hardwood manufacturing and jobbing house, which has been supplied with the name of the inquirer for the material named.—EDITOR.

B 181—Wants Reprints of "The Wood Substitute Game"

Boston, Mass., Feb. 2.—Editor HARDWOOD RECORD: In reference to an article in your issue of January 25 under the caption "The Wood Substitute Game." Naturally we think you would have quite a call for reprints of this article, and if you contemplate getting it out in circular form, would be pleased to have you supply us with 200 or 300 copies. In event that you do not intend to reprint the article, we would like to have your permission to do so, giving you proper credit of course, if you will kindly loan us the cuts, so that we can distribute it among our agents.

This letter is from the leading office desk manufacturing company in the United States; that is, the concern has the reputation of making the highest class office furniture. It has been supplied with electrotypes of the cuts in question, and been given permission to reprint the article.—EDITOR.

B 182—Seeks Boxing Material

Pittsburgh, Pa., Feb. 3.—Editor HARDWOOD RECORD: Shall be pleased to consider any mills you might suggest our corresponding with regarding sap gum, tupelo gum and cypress boxing.

The above inquirer has been supplied with the names of several sources of supply for the material mentioned. Any others wishing to get in communication with this concern, can have the address by writing HARDWOOD RECORD and referring to B 182.—EDITOR.

B 183—Wants to Market Sassafras

Front Royal, Va., Feb. 2.—Editor HARDWOOD RECORD: May I trouble you to put me in communication with any manufacturers or wholesalers who purchase sassafras lumber? There is quite an extensive growth of this wood on the government reservation at this point, which is to be cleared off, and if it has any market value I would like to dispose of it.

The foregoing letter is from the government's representative in charge of the Front Royal Remount Depot. He has been given the address of one wholesale house which recently made inquiry of HARDWOOD RECORD for a source of supply for sassafras. Any others interested can have the specific address upon application, and referring to B 183.—EDITOR.

B 184—Effect of Record Campaign Against Steel Cars

Cincinnati, O., Feb. 2.—Editor HARDWOOD RECORD: Hardwood men returning to Chicago from the convention of the Hardwood Manufacturers' Association, held here this week, refused to accept the steel Pullman placed for their service, and insisted on a wooden car, which they finally secured from the Pennsylvania.

The same result obtained when a party of lumbermen sought passage for this convention from Chicago, the first of last week. The Big Four Railroad, which expected to haul this crowd of lumbermen, was advised unless the party could have a first-class wooden sleeper that it would seek other means of getting to Cincinnati, and failing in this, the party went via the Monon and C., H. & D. R. R., which exclusively employs high-class modern wooden equipment.

This is a forceful and concrete way of convincing railroad companies that there still remains a large element of the public which does not feel itself safe or comfortable in steel Pullmans. If every lumberman in making sleeping car reservations would insist upon having a berth in a wooden car, it would contribute materially to the present campaign against counterfeit wood substitutes.—EDITOR.

B 185—Announcement of Merger

Cincinnati, O., Jan. 29.—Editor HARDWOOD RECORD: We have today sold out our entire holdings in the Farrin-Korn Lumber Company to the Farrin Estate, which will merge their various interests under the name of the M. B. Farrin Lumber Company. They take over all the assets of our company and assume all contracts and liabilities.

C. F. KORN, President.
F. A. CONKLING, Secretary and Treasurer.

B 186—Interested in Steel Car Failures

Traverse City, Mich., Jan. 29.—Editor HARDWOOD RECORD: Sometime ago you published several articles with cuts showing the way steel cars turned out in wrecks on some of the fast trains. Wish you would send us a couple of these articles.

THE OVAL WOOD DISH COMPANY.

The above correspondent has been supplied with a complete set of reprints of the "Steel vs. Wooden Cars" articles.—EDITOR.

B 187—Seeks Reprints "Wood Substitute Game"

Wabash, Ind., Jan. 28.—Editor HARDWOOD RECORD: Referring to your January 25 issue, would like to ask the privilege of copying the cuts and that portion of the article which pertains to the filing device business. We would like to get same up in circular form referring to it as being taken from the article in your valued paper of January 25, and through the courtesy of your good company, and would ask if such action on our part would be agreeable and authorized by you. If you are willing to do so, will be glad to have you loan us the cuts which were employed in connection with the article, or we will have new cuts of our own prepared.

This is a matter of very great interest to manufacturers of wood filing devices, and is one of the best actual lessons and proof of the fact that while steel is a conductor of heat and cold, wood is not, and would undoubtedly help us in the sale of our product to a considerable extent, on account of the fact that many persons are led to believe that a steel filing cabinet is fireproof. Your courtesy in this matter will be highly appreciated.

Kindly send us fifty copies of your January 25 issue, as we would like to mail them to fifty of our largest agencies throughout the United States, sending us your bill for same and oblige.

This letter is from a leading producer of office filing devices and fine cabinet work. It has been supplied with the copies asked for, together with electrotypes of the cuts, and has been given permission to reprint the article.—EDITOR.

B 188—Wants Small Dimension Oak

Chicago, Ill., Jan. 31.—Editor HARDWOOD RECORD: Kindly put us in touch with manufacturers who can get out for us half-inch oak in small dimension sizes. We want a considerable quantity.

CABINET WORKS.

The above letter is from a leading cabinet woods manufacturing house, which has been supplied with the names of a few concerns who might possibly be interested in the production of half-inch oak dimension stock. Any others interested in the possibilities of effecting a sale for this class of material, can have the address on application, by referring to B 188.—Editor.

B 189—Was Crocker's Opinion Influenced by His Job.

Columbus, Ohio, Jan. 30.—Editor HARDWOOD RECORD: Beg to enclose herewith for your information a clipping of an advertisement that has appeared in many magazines, and which is a very fair exemplification of the resourcefulness of the steel worker in the matter of exploitation. I recall the fact that when Crocker resigned his place as fire chief of the city of New York, he was reported to have said that having spent long years in fire fighting, he proposed to spend his remaining years in fire prevention, so far as he would be able to do so. Whether or not he contemplated employment with a manufacturer of alleged fireproof materials I am unable to say, but the connection between his statement and this advertisement, in which he also says that his own residence is being equipped with steel doors, would be an interesting subject for investigation.

The advertisement referred to is that of the Dahlstrom Metallic Door Company of Jamestown, N. Y., in which it quotes a strong endorsement of ex-Fire Chief Crocker on the subject of the steel doors and interior finish manufactured by the Dahlstrom company.—EDITOR.

News Miscellany

National Lumber Exporters' Annual

The National Lumber Exporters' Association, which held its annual meeting at the New Willard in Washington on Jan. 25 and 26, took action on several matters of national importance. It adopted a resolution favoring the bill now before Congress for the free passage of American ships through the Panama Canal, and another measure providing for the free admission to American registry of foreign built vessels as a means of rehabilitating the American merchant marine, which the organization considers essential to the uninterrupted development and progress of the country. The latter resolution also includes endorsement of a clause under which all materials used in the construction of vessels in American yards would be entitled to free entry.

Another question of special importance to the association which received attention came up through a report of Gustave A. Farber, chairman of the special committee named last summer to confer with the foreign buyers on the London measurement rules. This report was submitted through Secretary J. McD. Price and gave details as to what had been done. It appeared from the statement that the committee held several conferences, the first one on Oct. 24 of last year, at which it developed that the brokers in attendance had not been authorized to bind the buyers to any definite action. Another meeting was to have taken place on Oct. 30, but so many members of the London hardwood section of the London Timber Trades Federation were out of town that it was decided to await the return home of the chairman of the section, who was then on a visit to the United States. It was decided to be unnecessary for the committee to meet members of the section again, the brokers having been thoroughly informed as to the position of the exporters, and Mr. Farber, who is the London representative of Russe & Burgess, Inc., of Memphis, being on hand to give any further data, if these should be desired. Mr. Farber stated that the matter was in process of satisfactory adjustment, the buyers being impressed with the claims of the exporters, who take the ground that the London Dock corporation is arbitrary in its application of the measurement rules. While nominally following the American measurement, the interpretation thereof is such that if a plank be ever so scant in thickness or width, it is counted in the next lower classification, even though the difference does not amount to more than one thirty-second of an inch and the board dresses up to the required size. The exporters want a board to be measured as of the thickness to which it will dress, regardless of immaterial variations in the rough. The committee, which includes J. R. Williams and R. D. McLean, was continued.

The officers of the association reported their statements showing the organization to be in an excellent condition, financially and otherwise. There is a balance in bank, and the membership is the largest ever recorded, being about seventy, and including the most influential exporters in the country. President Harvey M. Dickson particularly was optimistic in his exposition of what the association had accomplished and concerning the future prospects.

Frank Tillaux of Leeds, England, who was chosen foreign representative of the association last spring was reappointed. His efforts have proved to be of great service in the settlement of claims and in the opinion of the members the position has developed into a very important one.

An invitation received from the National Wholesale Lumber Dealers' Association to send representatives to the annual meeting of that body at Louisville, March 6, was accepted, C. F. Korn of the Farrin-Korn Lumber Company, and Edward Barber of the Howard & Barber Lumber Company, being appointed, with the president as the third member. The Hardwood Manufacturers' Association sent an invitation to the entire membership to attend its yearly meeting on Jan. 31, and it was accepted with thanks. A vote of thanks was tendered to President Dickson for the efficient manner in which he had handled the affairs of the organization and the liberal expenditure of time he had made in the prosecution of its work. Various other subjects were discussed, the proceedings being in executive session. The election of officers resulted as follows:

PRESIDENT—Harvey M. Dickson of the Dickson Lumber Company, Norfolk, Va.

FIRST VICE-PRESIDENT—S. B. Anderson of the Anderson-Tully Company, Memphis.

SECOND VICE-PRESIDENT—Frank F. Fee of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark.

TREASURER—John L. Alcock of John L. Alcock & Co., Baltimore, in place of Richard W. Price of Price & Heald, Baltimore, who has held the position ever since the organization of the association twelve years ago and who positively declined re-election on account of pressure of business.



HARVEY M. DICKSON, NORFOLK, VA., PRESIDENT NATIONAL LUMBER EXPORTERS' ASSOCIATION.

DIRECTORS for three years, four to be elected each year—Edward Barber, George M. Spiegle, Gustave A. Farber and W. M. Ritter.

R. D. McLean was elected a director to serve the unexpired term of Frank F. Fee, who had one more year to serve, and Secretary Price and Assistant Secretary L. Palmer of New Orleans, were later re-elected.

The social observances consisted of an informal dinner on the evening of the first day.

Pennsylvania Lumbermen's Association Annual

The Pennsylvania Lumbermen's Association held its twentieth annual meeting and banquet at Hotel Walton, Philadelphia, on Jan. 24 and 25. The new officers elected are C. Frank Williamson, Media, president; J. J. Milleisen, Mechanicsburg, vice-president; T. J. Snowden, Scranton, treasurer; J. Frederick Martin, Philadelphia, secretary. S. C. Creasy, Bloomsburg, T. J. Snowden, Scranton, and J. Watson Kraft, Ambler, were elected directors.

On the evening of Jan. 24 the Philadelphia Wholesale Lumber Dealers' Association invited the visitors to an entertainment at the hotel, which they designated "An Evening in Germany." During the evening there were Tyrolean songs and a vaudeville show, and twelve of the wholesalers, ingeniously equipped as the little German band, discoursed very creditable Teutonic music. The whole affair was a rousing success amply appreciated by those in whose honor it was given.

An elaborate banquet on the afternoon of Jan. 25, which was attended by the wholesalers as guests of the association, wound up a very successful and enjoyable annual. During the progress of the banquet Jacob Holtzman, in behalf of the members of the board of directors of the Pennsylvania Lumbermen's Association, presented the retiring president, Henry Palmer, with a pair of solid gold cuff buttons as a testimonial of their high regard for him.

Cincinnati Lumbermen's Club Meeting

The regular meeting of the Lumbermen's Club was held on Feb. 5, with the usual dinner preceeding the business session. The meeting was called to order by First Vice-President W. E. DeLaney, who stated that President Sam Richey was feeling indisposed. Secretary Joe Bolser read the minutes of the January meeting, which were approved.

A letter was received from J. E. Bleekman, the promoter of the new union depot, expressing his regret at not being present at the January meeting, which was occasioned by a confusion of dates.

Letters were read from the Bayou Land & Lumber Company and the Farrin-Korn Lumber Company, expressing satisfaction over the adjustment of their differences by the arbitration committee. The Mt. Vernon Pump & Lumber Company of Alabama also expressed its satisfaction over the adjustment of its differences with Harry R. Browne.

An invitation was received from E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, requesting that the president and two members of the club be the guests of his association at the convention to be held at the Seelbach hotel, Louisville, March 6 and 7. C. S. Walker and Jos. Bolser were named as the two delegates.

E. E. Williamson, commissioner of the Receivers' & Shippers' Association, sent a letter expressing his gratification over the receipt of the resolutions passed by the club, eulogizing his work.

W. B. Townsend, president of the Hardwood Manufacturers' Association, expressed his thanks in a letter to the club for its efforts in entertaining the convention of the association.

This closed the regular business and President DeLaney introduced T. C. Powell, vice-president of the Southern Railroad, who eulogized the workings of the "Square Deal," and expressed the wish that all railroad questions could be submitted to as broad a board as the arbitration committee of the Lumbermen's Club. He explained the relations of the railroads to the business world, showing that it was to their advantage to build up and not antagonize business, stating that his company paid from $30,000 to $35,000 a year in salaries to experts to instruct farmers and planters along their lines in getting the best results from their crops and manufactures, in order to stimulate the carrying business and consequent earnings of the road. This in explanation of the present charge that the Southern railroad was discriminating against Cincinnati. He stated that with the general freight manager of the road, W. E. Biles, who was present, they had taken up the thousands of articles enumerated in the classifications, and found that ninety per cent of the rates complained of were fixed by the Interstate Commerce Commission, leaving only ten per cent open for discussion between the shippers and the railroads.

Mr. Powell's talk was loudly applauded, and Mr. Biles was called for, who thanked the club for the invitation to be present, and extended an invitation to the members of the club to ship all of their lumber over the Southern.

Meeting Memphis Lumbermen's Club

The Lumbermen's Club, at its semi-monthly meeting at the Hotel Gayoso, Feb. 3, entered a vigorous protest against the alleged discrimination on the part of the steamship companies against lumber exporters and authorized the secretary to forward a copy of the resolutions adopted on this subject to the steamship companies at New Orleans. Fred Muller, member of a firm of forwarding agents from New Orleans, told of the seriousness of the situation growing out of the action of the steamship companies in turning down cargoes of lumber offered for shipment under annual contracts in order that they might secure the higher rates obtainable on cotton and other exports. He did not believe that this had been brought to the attention of the owners of the steamship lines and urged that it be done at once. The action in question followed.

President Robertson explained that, as a result of a conference held with the directors and those who were responsible for the establishment of the credit committee at the last meeting, he had assigned the duties of this committee to the information committee, one of the regular standing committees of the organization. The latter, in a written report upon this subject, outlined its plan of action to prevent the entrance into Memphis of firms who were irresponsible and who, after remaining here awhile, left behind them only a large number of creditors and no tangible assets. Established firms here will not be subject to investigation and those well known elsewhere may open branch offices in Memphis without encountering any trouble whatever. The same is true of new companies where any of the men connected with them are well known in Memphis or come to this city with proper credentials from elsewhere. But all individuals, firms or corporations, regarding whom nothing is known, will be subjected to a rigorous investigation to the end that all frauds may be eliminated.

The river and rail committee, upon motion, was given the necessary authority to take up with the Rock Island System the question of more equitable freight rates on log and lumber shipments into Memphis and to close negotiations to that end with that road without further consulting the club. It was also decided at this meeting that this committee should, by the next meeting, make recommendations to the club in reference to the best methods of procedure in the establishment of a traffic department to work wholly in the interest of lumbermen of this city and section.

Resolutions were adopted protesting against the passage of Bill H. R. 2948 now pending in Congress and providing clearness on private and side tracks, the members pledging themselves to work individually and collectively by all legitimate means for the defeat of this measure. The river and rail committee was also instructed, in this connection, to bring this bill to the attention of the members of Congress from Tennessee and to urge that they use their best efforts towards its defeat because of the very injurious effects its passage would have upon the lumber shippers of Memphis and throughout the Memphis territory.

Four applications for membership in the club were reported and the applicants in question will be voted on at the next meeting.

The statistics committee is sending out blanks as a preliminary to the compilation of statistics covering the lumber business of Memphis for 1911.

Philadelphia Exchange Meeting

The regular monthly meeting of the Lumbermen's Exchange of Philadelphia, preceded by a luncheon, was held on Feb. 1, William C. MacBride, president, in the chair.

Frederick S. Underhill, chairman of the committee to prepare Philadelphia for the opening of the Panama Canal, reported that a meeting of the delegates representing the various trade organizations in Philadelphia was held Jan. 31, at which he presided. George W. Norris, director of wharves, docks and ferries, made an address at this meeting, in which he stated that the work of deepening the channel to the sea and increasing the dockage, etc., would be finished in time to meet any increase of business that may be brought to Philadelphia on the completion of the new waterway. He endeavored to impress upon the people of Philadelphia the necessity of getting busy. He advised every merchant to insist that all goods for this city be shipped direct, instead of via New York, which decision would naturally have the effect to stimulate ship owners to seek this market as a terminal for new lines to all parts of the world.

J. Randall Williams, Jr., who represented the exchange at the forestry convention held in Washington recently, spoke at length on the great work being done by this association and suggested that lumbermen take more interest in this association. In this connection he offered the following resolution, which was adopted:

Resolved, That the secretary of the Lumbermen's Exchange send a list of the members of the exchange to the American Forestry Association, recommending a membership with same, but stipulating that no member be compelled to join if not so inclined.

An invitation from the National Wholesale Lumber Dealers' Association was then extended to the president and two delegates to represent the exchange at the convention to be held at the Seelbach hotel, Louisville, Ky., March 6 and 7. A letter was also received from J. Frederick Martin, secretary of the Pennsylvania Lumbermen's Association, requesting the exchange to join with it and the Philadelphia Wholesale Lumber Dealers' Association in the planning of ways and means to secure the representation of the lumber industry in the great Historical Pageant to be held in this city in October, 1912.

New Sawmill and Planing Plant

With increased value of stumpage and selling costs the manufacturer of forest products is constantly up against the proposition of cutting down expenses in order to show a fair profit on his investment. The only means of accomplishing this end is by securing a higher state of efficiency in the manufacture of his product. This can be accomplished only by the abandonment of the out-of-date plants which have sufficed for years, and the installation of sawmills, planing mills, flooring plants, etc., laid out with the idea of accomplishing every possible economy in manufacture, and equipped with the most modern machinery and other labor saving devices which can be secured.

Such is the character of the new sawmill and flooring plant of the J. W. Wells Lumber Company at Menominee, Mich. The new sawmill is now well broken in, having started in September. It is a remarkably up-to-date plant of thoroughly fireproof construction, and is the first of its kind on the Menominee river. It is equipped with two Prescott band saws, one Wicks gang, one gang edger, one slab resaw and with a lath mill, a shingle mill and a tie mill. Here the company turns out daily 125,000 feet of maple, birch, basswood, ash, hemlock and rock and soft elm.

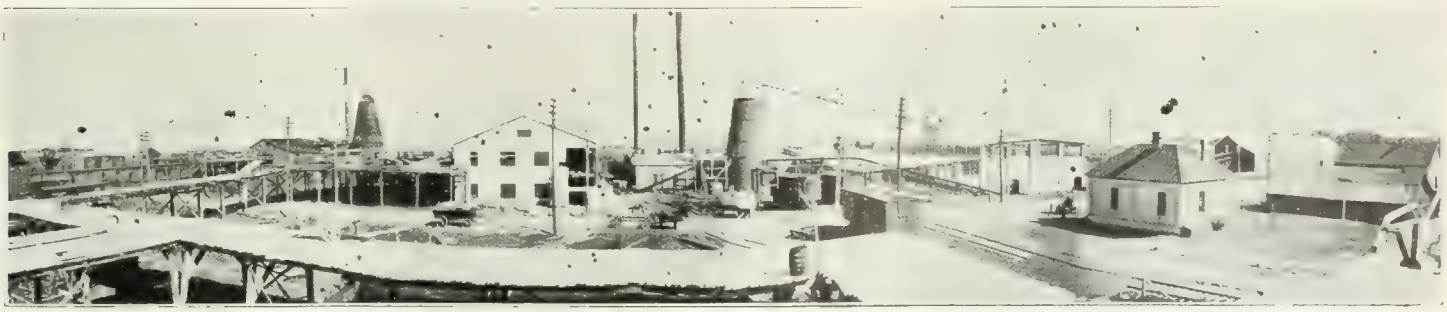
The maple flooring plant and planing mill, where is manufactured the famous "Diamond Hard" flooring, is a building 175x175 feet, also of strictly fireproof construction. Here four machines, working constantly on maple, turn out 30,000 feet of finished product a day. The battery of six dry-kilns, each 105x17 feet, and the flooring warehouse, 200x75 feet, assure prompt deliveries of any sized orders.

The J. W. Wells Lumber Company owns and operates a logging railroad and steam skidders, and brings its trees to the mill from the woods in full length on flat cars, where they are cut to log length with a steam drag saw on the log slide. The plant is further equipped with a hog in which all refuse is reduced to fuel for the boilers. There is no burner in use in the new plant, the old one in the illustration being used for surplus fuel storage. The flooring plant has no line shafting, but is run by separate motors attached to each machine, all electrically driven.

Imports and Exports for December, 1911

The monthly summary of imports and exports issued by the Department of Commerce and Labor for December, 1911, establishes the fact that there was a notable increase in the importation of woods products over December, 1910. In the latter year the total value was $4,418,000 as against $4,076,000 in December, 1910. Of this there was a decrease in the importation of cabinet woods, such as cedar and mahogany, while the value of logs and round timbers imported increased from $96,000 in December, 1910, to $342,000 in December, 1911. There was a slight falling off in the value of boards, planks, deals and other manufactured lumber, which aggregated $1,101,000 last December. The total value of wood pulp imported increased from $1,297,000 to $1,441,000.

December, 1911, compared unfavorably with 1910 in the export of woods and manufactures of wood, there being a total export in 1910 of $7,513,000 as against $7,074,000 in December, 1911. The total export of logs and other round timbers decreased by about $30,000 during the



MODERN AND MODEL PLANT J. W. WELLS LUMBER COMPANY, MENOMINEE, MICH.

year, and aggregated $252,000 in December, 1911. The total export value of all timbers decreased from $928,000 to $559,000, while the total export of all kinds of lumber, including planks, boards and deals, increased from $3,745,000 to $3,799,000. The exports of joists and scantling showed a slight increase also, with the result that the total export of boards, joists, planks and scantling aggregated $3,841,000 in December, 1911, as against $3,777,000 in December, 1910. The shingle export showed a slight increase, but it was not very material. There was a slight decrease in the export of shooks and staves, while the export trade in heading and sash, and doors and blinds, showed a slight improvement. The total value of furniture sold abroad aggregated $540,000, a decrease of $9,000 during the year.

An Absorption

The latest development in Cincinnati lumber circles is the absorption of the Farrin-Korn Lumber Company by the M. B. Farrin Lumber Company. These concerns have ranked among the foremost lumber organizations in Cincinnati, and have maintained adjoining yards in Winton Place. They have had a large output of various kinds of dressed and rough lumber, flooring,



H. J. PFIESTER, PRESIDENT M. B. FARRIN LUMBER COMPANY, CINCINNATI, O.

interior finish, boxes, etc., and have consumed annually a vast quantity of hardwoods. The idea of the consolidation was primarily one of economy, as the two concerns were operating formerly along similar lines. The M. B. Farrin Lumber Company will take over the entire business of the Farrin-Korn Lumber Company, and will have an aggregate capital equal to the combined capitals of the two old organizations.

Chester F. Korn, formerly president of the Farrin-Korn Lumber Company, and F. A. Conkling, secretary and treasurer of that concern, have sold out their interests in the business and will retire. W. S. Sterritt, formerly sales manager for the Farrin-Korn interests, will occupy a similar position with the new organization. H. J. Pfiester will continue as president, W. J. Eckman as vice-president and A. L. Metcalf, secretary and treasurer.

A Great Photographic House

Time without number HARDWOOD RECORD has complimented on the fine character of its half-tone portraits of lumbermen appearing in its columns. It is no more than due the makers of the majority of these photographs to place credit [illegible]. The greater number of the photographs from which these illustrations are made are produced at the famous Moffett Studio, 57 East Congress street, Chicago.

Beyond question the Moffett Studio is the most expert photographer of men in the United States. These experts with the camera have photographed the majority of men of prominence in all lines of business, politics and professions that visit this city. It is said the last photographs ever made of ex-President Roosevelt, President Taft and the members of their cabinets were made at the Moffett Studio.

Building Operations for January

It is somewhat difficult to take an optimistic view of the building operations for January, which, with some exceptions, show quite a substantial falling off as compared with those of January, 1911. The net loss in some fifty cities reported by The American Contractor, Chicago, amounts to 21 per cent, which is not so very discouraging when the remarkably cold weather that has prevailed is taken into account. Outside work was almost entirely suspended and interior work could only be carried on under favorable conditions. Hence, it is not surprising that permits were not asked when there was no chance of starting operations. Gains were made in only fifteen of the cities listed. Among the most pronounced of these are the following: Baltimore, 57 per cent; Buffalo, 55; Dallas, 278; New Orleans, 157; Brooklyn, 52; Bronx, 464; Paterson, 35; Seattle, 53. Particulars will be found in the following table:

City	January, 1912 Cost	January, 1911 Cost	Per Cent Gain	Per Cent Loss
Atlanta	$ 294,195	$ 429,778		31
Baltimore	725,295	460,166	57	
Birmingham	243,277	269,570		9
Buffalo	427,000	274,000	55	
Cedar Rapids	50,000	115,000		56
Chicago	1,999,300	3,143,200		36
Cincinnati	195,045	545,350		64
Cleveland	328,107	564,122		41
Columbus	99,930	123,180		18
Dallas	671,020	178,289	278	
Denver	327,650	267,225	22	
Detroit	602,285	1,240,800		51
Duluth	67,625	63,082	7	
Evansville	24,250	31,458		22
Grand Rapids	78,885	72,375	8	
Harrisburg	66,750	242,500		72
Hartford	157,185	192,255		18
Indianapolis	142,955	186,265		23
Kansas City	426,851	373,010		14
Los Angeles	2,456,872	2,104,875	16	
Manchester	23,035	22,827	1	
Memphis	254,170	846,725		72
Milwaukee	94,230	251,213		62
Minneapolis	264,355	286,280		7
Nashville	33,698	64,082		47
Newark	589,401	938,691		37
New Haven	391,183	1,012,325		61
New Orleans	288,685	112,035	157	
Manhattan	6,947,250	13,670,777		49
Brooklyn	2,057,947	1,348,205	52	
Bronx	3,442,754	609,600	464	
New York	12,447,951	15,628,582		20
Oakland	255,704	388,669		34
Oklahoma City	219,078	303,280		27
Omaha	134,850	322,700		58
Paterson	99,143	72,893	35	
Philadelphia	1,265,020	2,657,460		52
Pittsburg	256,359	594,065		10
Portland	906,623	990,616		8
Rochester	264,629	268,085		1
Salt Lake City	217,050	240,300		9
San Francisco	1,870,617	1,617,608	15	
Scranton	60,660	71,713		15
Seattle	774,810	506,000	53	
Shreveport	70,670	104,687		32
Spokane	85,438	120,940		31
Toledo	114,435	105,306	8	
Washington	757,954	1,278,952		41
Wilkes-Barre	41,670	95,003		56
Worcester	136,940	298,830		54
Total	$31,298,865	$40,085,776		21

Annual National Lumber Manufacturers' Association

The tenth annual meeting of the National Lumber Manufacturers' Association will be held on Tuesday and Wednesday, May 6 and 7, at the Sinton hotel, Cincinnati, O., agreeable to an announcement of President Griggs. Arrangements have also been made whereby the convention may be continued a third day, if it proves necessary in order to complete its business.

As a great many important matters will be considered at this meeting, it is earnestly desired that each affiliated association be represented at the meeting by its full quota of delegates. Each allied association is entitled to two delegates as a minimum, and one additional delegate for each one hundred million feet production or fraction thereof, and three alternate delegates for each delegate. While only delegates will be entitled to vote, visitors will be welcome. Manager Leonard Bronson asks that delegates be appointed as early as possible, and that he be notified at his headquarters, Fidelity building, Tacoma, Wash.

Growing Exports of Automobiles

Over $20,000,000 worth of automobiles were exported from the United States in the calendar year 1911, or twenty times as much as a decade ago. The exports to foreign countries last year, including tires and other parts, were valued at $21,636,661 and the shipments to our own noncontiguous territories, Hawaii, Porto Rico and Alaska, $1,843,165. Ten years ago the exports to foreign countries were but $1,069,782 in value; by 1906 they had grown to $4,409,186; by 1910, to $14,030,226, and in the calendar year just ended had risen to $21,636,661, this increase of $20,000,000 in the exports of American-made automobiles within a single decade being one of the most notable achievements of our foreign commerce in recent years.

Meantime imports of automobiles into the United States show a decreasing tendency. From



W. J. ECKMAN, VICE-PRESIDENT M. B. FARRIN LUMBER COMPANY, CINCINNATI, O.

1902 to 1906, before the industry had developed in this country, imports rapidly increased, from about $500,000 to $5,000,000, the high record in imports of this class of vehicles. Since 1906, however, the imports have steadily decreased, last year's total having been less than $2,500,000.

The course of our trade in imports and exports of automobiles is illustrated by the following figures covering quadrennial years from 1902 to 1911:

Calendar Years	Imports	Exports	Shipments to Noncontiguous Territories
1902	*$ 550,000	$ 1,069,782	$ 34,794
1906	4,910,208	4,409,186	185,870
1910	2,737,208	14,030,226	1,458,650
1911	2,446,248	21,636,661	1,843,165

*Fiscal year imports for consumption.

This rapid increase in exports of automobiles from the United States is in part due to the rapid development of the domestic industry, in part to the growing use of vehicles of this character throughout the world. In 1900 the value of automobiles manufactured in the United States was $5,000,000; in 1905, $30,000,000; and in 1909, $249,000,000. That the increased consumption of automobiles in this country is being more and more supplied by machines of do

mestic manufacture may be inferred from the fact that imports have greatly decreased during a period in which production has grown from $5,000,000 to nearly $250,000,000.

Most of the automobiles exported from the United States go to British territory. The value exported to Canada in 1902 was $37,439, while in 1910 it had increased to $4,383,487, and in 1911 to $7,180,547, or one-third the entire exports of this class of manufactures. To the United Kingdom, the total last year was $3,700,095, against $948,995 in 1906 and $671,553 in 1902. To France the exports grew from $59,051 in 1902 to $532,121 in 1911; to Germany, from $24,491 a decade ago to $281,608 least year; to Mexico, from $27,710 to $794,559; and to British Oceania, chiefly Australia, from $9,581 in 1902 to $1,362,902 in 1911. To various other parts of the world, including South America, Asia and Oceania, the exports of automobiles last year were large, in some cases the largest on record.

Membership of Chicago Club

Accompanying is a list of the charter members of the Chicago Lumbermen's Club joining up to Feb. 9. With such a fair representation there is every prospect that the membership will in short order reach the limit of four hundred. The non-resident membership is progressing proportionately. At the recent meeting of the club, it was definitely decided to levy an initiation fee of $50 for resident members and $10 for non-resident members, which will be applied after Feb. 15. Those intending to join should certainly take advantage of the privilege of charter membership and get in their application to Secretary E. H. Klann, 1210 Masonic Temple, Chicago, prior to that date.

RESIDENT CHARTER MEMBERSHIP OF THE LUMBERMEN'S CLUB OF CHICAGO

Abbott, Frank I.
Adams, Elmer H.
Adams, H. L.
Agler, O. O.
Allen, Amos.
Allen, E. A.
Andersen, J. P.
Anderson, B. L.
Anderson, Burdis.
Andres, R. L.
Anguera, S. C.
Ansley, F. J., Jr.
Arthur, L. P.
Bacone, A. E.
Bader, Wm.
Baird, D. W.
Baker, F. M.
Barchard, John L.
Bartelme, T. E.
Beal, Wood.
Bennett, S. C.
Bishop, H. H.
Boles, Frederic T.
Bowering, Wm. P.
Boyle, Clarence.
Braun, J. A.
Brooks, A. B.
Brown, F. L.
Buckner, S. W.
Caryl, A. H.
Casebeer, C. H.
Christiansen, C. M.
Clancy, Wm.
Claney, John.
Cowen, James C.
Cook, E. C.
Cook, E. L.
Cooledge, E. R.
Corson, Robert S.
Conklin, C. E.
Crane, O. F.
Crane, W. B.
Crawford, O. E.
Crow, L. W.
Daniels, Geo. B.
Darling, Chas.
Darlington, H. B.
Davis, D. H.
Davis, W. Harry.
Deeves, Griffen H.
Defebaugh, E. H.
De Witt, W. L.
Dial, Morris R.
Dierssen, E. W.
Dodd, L. H.
Dodge, E. F.
Downey, N. I.
Duthie, James B.
Eager, Wm. A.
Ehrhoff, Joseph.
Ely, L. D.
Fall, H. T.
Farnsworth, L. J.
Fish, Frank F.
Flanner, Frank.
Flanner, Geo. C.
Fletcher, P. S.
Flinn, C. B.
Ford, George R.
Ford, P.
Fox, Dan B.
Fryer, James.
Gadd, F. R.
Gamet, C. E.
Gardner, Wm. H.
Gibbons, H. R.
Gibson, Henry H.
Gilbert, P. E.
Gilbert, Wm. C.
Gillespie, R. H.
Goodwillie, C. F.
Goodwillie, P. M.
Gorin, Chas. B.
Gregertsen, Arthur.
Gregertsen, N.
Griffith, Geo. D.
Gruninger, F. F.
Halpin, J. F.
Hand, N. T.
Hankey, James P.
Hansen, John T.
Hardy, F. A.
Haring, Louis C.
Hathaway, F. J.
Hayden, Harvey S.
Herbert, W. A.
Hettler, H. H.
Holloway, G. H.
Hooper, E. E.
Hooper, W. E.
Hopkins, W. H.
Howe, W. C.
Hubbard, Chas. C.
Hurd, John S.
Hurter, L. P.
Johnson, F. L., Jr.
Keehn, Geo. W.
Kerns, G. K.
Kilgour, H. B.
Kimball, Wallace D.
King, W. O.
Klann, E. H.
Klapproth, Fred.
Lane, J. L.
Lang, E. A.
Leicht, Edw. A.
Lesh, L. B.
Lill, James E.
Limbach, Chas. H.
Lovedale, H. N.
Ludington, N. J.
Lunow, Martin F.
Lurya, I.
McCauley, Irvine.
McClelland, R. L.
McCullough, Hiram.
McDonnell, John.
McDonnell, M. W.
McGlashen, Joseph.
McLean, David.
Macintyre, E. J.
Mackenzie, A. H.
MacLeod, Murdock.
McMullen, F. B.
Macy, W. A.
Marsh, Chas. A.
Masters, B. F.
Mather, N. C.
Matthias, W. H.
Meeker, Edwin W.
Merrill, Jas. S.
Miller, Geo. A.
Miller, H. C.
Miller, James G.
Miller, Milton.
Mingea, J. F.
Moore, T. A.
Morris, Harry.
Osgood, Geo. B.
Paepcke, Hermann.
Page, Harlan E.
Pettibone, H. D.
Pike, Francis J.
Pope, Geo. J.
Porter, Mark S.
Pryor, F. B.
Quixley, A. C.
Ratcliff, A. O.
Reitz, Alexander.
Reitz, Henry.
Reynolds, T. E.
Richardson, A. M.
Ridley, L. E.
Riel, J. M.
Rinn, Geo. P.
Ritchie, Chas. T.
Roedter, F. W.
Ross, H. C.
Rudderham, Fred H.
Ruth, A. H.
Schmechel, Paul L.
Schultz, Jas. M.
Schultz, Wm. W.
Serrell, W. L.
Sine, John L.
Skeele, Edw. E.
Slayton, R. W.
Smith, C. E.
Smalley, C. M.
Soper, Jas. P.
Spry, John C.
Spry, Wm. T.
Starr, Lewis E.
Stewart, A. T.
Stokely, O. F.
Stone, Frank B.
Street, Harry L.
Sullivan, Robt. D.
Tegtmeyer, C. W.
Thompson, J. W.
Thornton, E. A.
Thornton, Edw. L.
Truman, M. G.
Utley, J. B.
Van Norstrand.
Wagner, C. H.
Wallerstein, Al.
Westcott, Charles W.
Walsh, J. C.
Weidemoor, Hessel.
Welch, H. D.
Wheeler, L. H.
White, Chas. B.
Wilce, Harvey E.
Wilce, Geo. C.
Wilce, Thomas E.
Wiedeman, Chas.
Wilms, Wm.
Wilson, James A.
Yegge, C. Fred.
Zigler, Howard H.

Chicago Hardwood Men Meet

Division "C" of the Lumbermen's Association of Chicago, composed of the local hardwood wholesalers, have inaugurated the custom of giving little monthly noon dinners for the purpose of getting together more frequently than the gatherings of the general organization gives them opportunity to do. The meetings are strictly informal and combine both social and business features.

The second of these dinners was held at the Hofbrau restaurant, Feb. 6, with an attendance of about thirty representative members of the division. The business of the day was the appointment of the members of new committees for Division "C" as follows:

EXECUTIVE COMMITTEE.
Geo. D. Griffith, chairman.
H. S. Hayden.
H. R. Foster.
S. C. Bennett.
F. B. McMullen.

TRADE RELATIONS
F. B. McMullen, chairman.
Paul Schmechel.
John S. Hurd.

MEMBERSHIP.
A. H. Ruth, chairman.
Geo. H. Bulgrin.
J. C. Ulrich.

MARKET CONDITIONS
Park Richmond Company, chairman.
A. J. Cross.
Estabrook-Skeele Lumber Company.
G. W. Jones Lumber Company.
Wheeler-Timlin Company.

ENTERTAINMENT COMMITTEE.
Wm. A. Eager, chairman.
S. C. Bennett.
A. C. Quixley.

Coming Meeting Illinois Builders

The Illinois Lumber & Builders Supply Dealers' Association has issued the program for the twenty-second annual convention to be held at the Sherman House, Chicago, on Feb. 13, 14 and 15. Among the speakers who will address the convention will be Judge Peter S. Grosscup, who will talk on business in general; Albert G. Flinn of Minneapolis, whose talk will cover the importance of the National Federation of Retail Merchants; Hon. C. D. Joslyn of Detroit, who is defending the lumber secretaries in the pending suit instituted by the government and will tell of the status of those suits; Paul Lachmund, secretary of the Wisconsin Mutual Insurance Company, who will talk on mutual insurance; Dwight S. Bobb, attorney of Chicago, who will discuss the lein law, and Charles E. Davidson of Greenville, Ill., who will talk on the same subject.

Among the entertainment features will be Hoo-Hoo concatenation on Wednesday evening, Feb. 14, preceded by a dinner in the evening. In addition there will be a vaudeville entertainment.

Exports of Manufactures and Their Distribution

More than a billion dollars' worth of manufactures passed out of continental United States in the calendar year 1911. The estimate of the Bureau of Statistics of the Department of Commerce and Labor made some weeks ago, that the total value of manufactures sent to foreign countries and the noncontiguous territories of the United States in 1911 would aggregate more than one billion dollars, is justified by figures just received by that bureau showing in detail the foreign commerce of the year. They give as the total value of manufactures sent to foreign countries in the year ending December 31, 1911, $964,773,968; to Porto Rico, $21,861,137; and to Hawaii, $15,337,758, making a total of $1,001,972,863 as the value of manufactures passing out of continental United States last year.

Exports of manufactures from the United States have more than doubled in ten years, and quintupled in twenty years. In 1891 they aggregated $190,000,000; in 1901, $447,000,000; and in 1911, $964,750,000, or $1,002,000,000 if we include shipments to Porto Rico and Hawaii, foreign countries in 1891.

Four leading articles of domestic manufacture (iron and steel, copper, mineral oil and wood) supply over half the entire exportations of manufactures from the country, and to them the gain of over $500,000,000 in ten years is largely due. The record of our foreign trade in these articles during the last twenty years is set forth in the following table:

EXPORTS OF LEADING ARTICLES OF DOMESTIC MANUFACTURE FROM THE UNITED STATES, CALENDAR YEARS, 1891, 1901, 1911

	1891	1901	1911
	Millions of Dollars		
Iron and steel	31	103	250
Copper	9	34	103
Refined mineral oil	41	67	100
Wood manufactures	23	46	91
All other manufactures	86	197	421
Totals	190	447	965

American manufactures are sold in all parts of the civilized world. Last year the exports of agricultural implements from the United States to Russia aggregated $7,273,203, those to Canada and Argentina, each about $6,000,000, to Germany, $2,378,953, and to France, $3,088,298. About three and one-third million dollars' worth of automobiles went to the United Kingdom last year, and nearly double that sum to Canada. Mexico, Cuba and Argentina, as well as Canada, are taking large amounts of railway equipment, the value of freight and passenger cars alone sent to each of those countries last year ranging from $1,000,000 to $2,500,000. Europe took nearly $1,250,000 worth of American clocks and watches in 1911, and Canada an almost equal amount. Our growing exports of copper pigs are mostly sent to the industrial countries of Europe. All grand divisions and practically all important countries are represented in our high record exports of iron and steel in their numerous forms—rails, typewriters, structural forms, cash registers, adding machines, locomotives, sewing machines, windmills, printing presses, etc. Cuba, Canada and Great Britain offer large and growing markets for our boots and shoes. Detailed information regarding the trade in the various articles exported, including their distribution by countries, is available in the annual volume, Commerce and Navigation of the United States, shortly to be issued by the Department of Commerce and Labor, through its Bureau of Statistics.

The distribution to the world of the billion dollars' worth of manufactures exported is the

subject of much inquiry among the manufacturers of the United States.

These inquiries have led the Bureau of Statistics to the preparation of a statement showing the distribution, article by article, to the various sections of the world, grouping these for convenience of the study according to grand divisions showing the value of exports to Europe, North America, South America, Asia, Africa and Oceania respectively in 1911 and at the earlier period in which the total was but half that of today.

Comparing the exports of manufactures in 1911 with those of earlier years, the Bureau finds that they have increased 100%, or doubled in value since 1902, and therefore compares in detail the figures of 1911 with those of that year. It finds that in this nine years' period in which the value of manufactures exported doubled, the increase, measured by percentages, is: to Asia 36%, to Africa 64%, to Europe 70%, to North America 158%, and to South America 248%.

The growth and changes in distribution of our exports of manufactures during the last decade are well illustrated by comparative figures covering a few of the more important articles. Of iron and steel manufactures, for example, the exports to Europe in the fiscal year 1901 were $44,000,000, in 1911, $51,000,000; to North America, in 1901, $44,000,000, in 1911, $107,000,000, the growth in exports to Europe being slight, while those to North America more than doubled. To South America the figures for 1901 were $9,000,000, those for 1911, $30,000,000; to Asia, $9,000,000 in 1901, $18,000,000 in 1911; to Oceania, $9,000,000 in 1901, $19,000,000 in 1911; and to Africa, $3,333,333 in 1901, $5,500,000 in 1911.

Our exports of copper and manufactures thereof are principally to Europe, the figures having grown from $41,000,000 in 1901 to $98,000,000 in 1911, and representing in that year over ninety per cent of the total exports of that article.

Of refined mineral oil the exports to Europe increased from $41,000,000 in 1901 to $48,000,000 in 1911; to Asia, the second largest market, from $12,000,000 to $19,000,000, while to no other grand division were the figures for 1911 as much as $10,000,000, South America, however, being credited with $9,500,000, against less than $5,000,000 a decade earlier. Of leather and manufactures the exports to Europe increased from $21,000,000 in 1901 to $33,000,000 in 1911; to North America, from $3,333,333 to $13,666,666; to South American, $500,000 to $3,000,000; and Asia, from $333,333 to $1,500,000.

Every part of the world is taking increased amounts of agricultural implements from the United States. To Europe the growth in the decade 1901-1911 was from $10,000,000 to $17,000,000; to North America from $2,500,000 to $6,000,000; to South America, from $1,750,000 to $9,000,000; to Asia, from $190,000 to $750,000; to Oceania, from $1,000,000 to $1,750,000, and to Africa, from $250,000 to $1,500,000.

American cars and carriages, including automobiles, are also increasing in popularity abroad, the exports having nearly trebled in ten years. Of the $30,500,000 worth exported in 1911, one-half went to North America, $15,500,000, against $3,500,000 in 1901; to South America, $5,000,000, against less than $1,000,000 a decade earlier, and to Oceania, $3,000,000, against $1,666,666 in 1901.

Imports of Forest Products from Canada

A comparison of the import of forest products from Canada into the United States for the last three years shows that the total amount of lumber imported during 1911 was slightly in excess of 1909, and nearly $3,000,000 less than 1910. The value of log imports, however, including elm, hemlock, oak, pine, spruce, tamarack and others, has increased each year and amounted in 1911 to $4,161,000. The import of square timbers has not been very material, and showed a [illegible] from 1909 when it aggregated $148,000, to 1911 when the value reached but $11,000. The value of the importation of wood for pulp increased both over 1909 and 1910 and amounted to $6,092,000. There has been a material increase in the value of sleepers and railroad ties coming into this country from the Dominion, it increasing from 1909 to 1911 from $287,000 to $356,000. There was a decrease in the importation of shingles and lath.

Chestnut in Tennessee

The valuable tannic properties of the chestnut have made this tree of recent years one of the most important forest trees of Tennessee. A bulletin on the subject compiled by W. W. Ashe of the United States Forest Service says that seven tannic extract plants are now in operation in the state, and all use chestnut wood and bark. More than 50,000 cords of wood with a value of $187,500 are consumed by these plants annually. In addition, reports for 1909 show that 71,962,000 feet of chestnut lumber were cut in Tennessee with a mill value of $1,121,888. The bulletin estimates on this basis that the chestnut is worth annually to the state of Tennessee $1,640,000. The bulletin goes into detail as to the silvical characteristics, diseases and defects, types of growth, and various phases of forest management tending to create a perpetual supply of good stock. It further treats of the relative number of board feet, cubic feet and cords.

Building in Canada Brisk During 1911

Building operations in the Dominion of Canada were not only remarkably active during 1911, but showed a vast increase over figures for the previous year, the twenty-two principal cities investing nearly $120,000,000, an increase of twenty-nine per cent over 1910 and eighty-two per cent over 1909. Toronto with an expenditure of $24,000,000 was in the lead, and was fifteen per cent ahead of its 1910 investment. The greatest increase was shown in Calgary, and amounted to one hundred and thirty-one per cent. Vancouver was second in actual amount expended, and next came Winnipeg, Montreal and Calgary. There were decreases in the building investment in but five of the twenty-two principal cities of the Dominion.

Forest Protective Measures

At the quarterly meeting of the Michigan Hardwood Manufacturers' Association, held at Detroit on Jan. 25, a paper by Thomas B. Wyman, secretary of the Northern Forest Protective Association, was read. The object of the address was a stimulation of an interest in forest protection work among timber owners of lower Michigan, with the hope of securing an organization for that section similar to the Northern Forest Protective Association, which has for its object the protection from fire of the forests of the northern peninsula. The paper was so deserving of attention that the Michigan Manufacturers' Association, through its secretary, has had it printed in pamphlet form for distribution with the idea of giving the members an opportunity of studying more closely the accomplishments of the northern timber owners.

The address deals with the work already done by Mr. Wyman's organization. It points out that frequency of forest fires has come only with the inroads of civilization into the forests, and the continued march of development which has necessitated the practice of firing the forests. It was an appreciation of these conditions which led to the organization of the Northern Forest Protective Association in 1910. It was planned that the organization would protect the forests by patrol, and by stimulating a public interest in their behalf. It became necessary to secure an efficient corps of wardens, and to list every acre of land and apportion them among the wardens so that they would be under constant patrol.

Mr. Wyman says that one of the most marked conditions which he encountered was the ignorance of the average individual of all forest fire laws. The policy of the association in these instances was to mail to the persons in question copies of the statutes and suggestions for cooperation with the association. In this way personal interest was stimulated and many new members made for the association. In fact it was this awakening of public interest which has been the strongest worker in the cause of forest fire protection.

It was necessary of course to give the wardens authority, and this was done by granting them special appointments from the state department, under which they have the power to arrest without warrant, to compel assistance in fighting fires, and to place the burden of fire fighting costs upon the township where it occurred. As a result, in the year 1911, while more than one hundred fires were discovered, not one did any material damage on patrolled land. These reports cover 2,100,000 acres, upon which assessments were paid. The total assessment from the organization to the first of March, 1912, was five-eighths of a cent per acre.

Mr. Wyman concludes his paper with a few suggestions as to the procedure of the organization of an association such as he represents. Copies of the document can probably be had by writing to J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich.

A Publication of Merit

The lumber business is taking on the character of almost every other important industry in the country in that the big operator is constantly becoming more of a factor and the smaller man is either cutting out his stumpage or is selling out to bigger interests. With this change of condition, the bonding of timber holdings is also becoming much more frequent, and as a result, timber bonding houses making a specialty of this line are now in existence in considerable number.

Until recently there was but little information concerning this type of investment, which was acceptable to prospective investors or timber holders contemplating the bonding proposition. Several months ago, however, T. S. McGrath, 38 South Dearborn Street, Chicago, issued a book treating of every detail of this subject, entitled "Timber Bonds." The publication has met with pronounced success not only among lumbermen, but it has also attracted considerable notice outside. As an instance, the current annals of the American Academy of Political and Social Science, Philadelphia, says:

"This book is one of the best intensive studies of a particular class of securities which has appeared within recent years. Beginning with the review of the method of examining timber properties, the author proceeds to outline the procedure in the formation of underwriting syndicates for timber bonds; goes fully into the contracts between the bankers and the owners for the delivery of the bond, and makes an admirable study including many valuable specimen illustrations of trust deeds and types of timber bonds. There is also given a discussion of sinking funds for timber bonds, and concise and valuable collections of definitions of words and phrases encountered in connection with this class of security."

The publication well merits the attention of any one interested in timber bonding propositions.

The Birchwood Lumber Company has been incorporated at St. Paul, Minn., with an authorized capital stock of $100,000.

Fire recently destroyed the furniture factory of the Rockford Desk Company, Rockford, Ill., entailing a loss estimated at $200,000. The plant will be rebuilt.

The "veneer of politeness" sometimes is so thin that it is transparent, and the defects of the basic material show through.

Miscellaneous Notes

D. F. Sullivan has begun the manufacture of hardwood lumber at Naples, Tex.

Doemling Brothers of Detroit, Mich., recently began the manufacture of furniture.

Charles E. Osborne, Mucklow, W. Va., recently began the manufacture of hardwood lumber.

The Portland Body Works, Portland, Ind., has increased its authorized capital stock to $54,000.

The Haverhill Woodheel Company, Haverhill, Mass., recently began the manufacture of woodheels.

The John M. Woods Lumber Company, Memphis, Tenn., has been incorporated with a capital stock of $30,000.

The Wisconsin Central Lumber Company, Oshkosh, Wis., has been incorporated with a capital stock of $50,000.

The John A. Dunn Company, manufacturer of chairs, Gardner, Mass., has increased its capital stock to $500,000.

The Williamson Mill & Lumber Company, Rochester, N. Y., has been incorporated with a capital stock of $75,000.

The McCammon & Lang Lumber Company, Corsicana, Tex., has increased its capital stock from $40,000 to $50,000.

The Salamanca Veneer & Panel Company, Salamanca, N. Y., has changed its name to the Salamanca Panel Company.

The Menominee White Cedar Company, formerly of Menominee, Mich., has removed its headquarters to Marinette, Wis.

The Bedell Furniture Company, Muskogee, Okla., has been succeeded by the Muskogee Furniture Manufacturing Company.

The Central Illinois Lumber Company, East St. Louis, Ill., has been incorporated with an authorized capital stock of $42,000.

On Jan. 26 fire destroyed the plant of the Standard Veneer Company of Stockholm, Me., entailing a loss estimated at $50,000.

The Banta & Bender Company, manufacturer of incubators and refrigerators, Ligonier, Ind., has increased its capital stock to $100,000.

The general offices of George F. Craig & Co., large lumber wholesalers formerly located at Savannah, Ga., have been moved to Jacksonville, Fla.

The Blair Veneer Company of North Troy, Vt., is erecting a new plant at that point and will transfer its Montgomery, Vt., business to North Troy.

The Schweitzer-Westerman Company, Louisville, Ky., has been incorporated with a capital stock of $1,000 and will manufacture hardwood flooring.

The Kleymeyer Lumber Company, Vincennes, Ind., has been succeeded by the W. M. Simpson Lumber Company, with headquarters at Galesburg, Ill.

It is announced that the piano factory of Knabe Brothers Company of Cincinnati, which was recently burned entailing a $100,000 loss, will be rebuilt.

The Patton Lumber & Timber Company, manufacturer of hardwood lumber at Catlettsburg, Ky., has been succeeded by Doran & Co., with headquarters at Cincinnati, O.

The McFarland Lumber Company, Houston, Tex., has been incorporated with a capital stock of $10,000. The incorporators are J. A. McFarland, E. G. Shilkee and N. B. Judd.

The Grand Rapids Veneer Works, Grand Rapids, Mich., has purchased about 2,500,000 feet of logs this season, consisting of oak, maple, basswood, ash and elm, with a little sycamore.

H. V. Butler & Co., manufacturers of cabinets, mantels, etc., New Brunswick, N. J., have been succeeded by the Butler-Howell Company, which is incorporated with a capital stock of $200,000.

Paul G. Meblin & Sons are well under way with the erection of their new piano factory at West New York, N. J. The new plant will be four stories high and 200 x 225 feet. It will be modernly equipped in every way.

The Northern Hardwood Company, Herkimer, N. Y., has been incorporated with a capital stock of $50,000 to deal in lumber, timber lands, etc. The incorporators are C. H. Smith, Jr., Utica; L. L. Southwick and J. Montgomery of Herkimer.

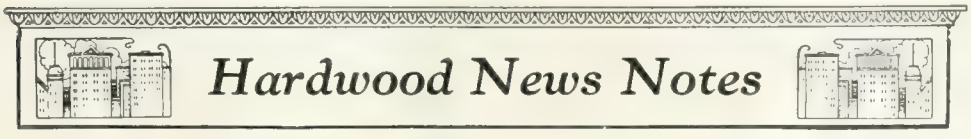
The J. W. Heninger Company, Inc., has recently entered the lumber business at Chilhowie, Va. The company has a maximum capital of $20,000; minimum, $15,000. The officers are J. W. Heninger, president; J. B. Sechler, vice-president and secretary.

The Mitchell Parquet Floor Company of Brooklyn, N. Y., has been incorporated with a capital stock of $25,000, divided into shares of $100 each. The directors are as follows: Percival S. Jones and Vincent C. King of New York City and Charles W. Dunfee of Brooklyn.

A new veneer plant will shortly be erected at Arlington, N. J., by Garrett Gordon of New York. The plant will be composed of two buildings, the cutting department being in one 50 x 100 feet, and the storage department in another of similar size. Mr. Gordon will specialize in imported cabinet woods.

D. D. Langton, formerly engaged in the manufacture of gun stocks in Des Moines, Ia., announces that he will establish in Des Moines a veneer factory to be conducted in connection with the C. L. Willey factory of Chicago. The new factory will involve an investment of $20,000, and will be in operation within two months. Mr. Langton has several other veneer factories in the Middle West located at Glasgow, Mo.; McCrory, Ark.; Pekin, Ill., and Memphis, Tenn.

The Cincinnati Veneer Company of Cincinnati, O., has been somewhat delayed in the erection of its new veneer plant which will take the place of the company's recently burned mill, but expects to have it fully equipped and running within a month. The new mill will give the company a greatly increased output, as it will be equipped with unusually ample drying facilities, which will be more than enough to take care of the large mill output. It is expected that the new plant will be superior in every way, and will turn out a line of veneers of unexcelled quality.



CHICAGO

H. C. Miller of the Hardwood Mills Lumber Company, has left on a trip among the Wisconsin mills.

F. H. Schneider, a well-known Wausau, Wis., hardwood wholesaler, was in town for a few days this week.

Joseph Okeneski of the Arpin Hardwood Lumber Company, Atlanta, Wis., called on the local trade the past week.

W. E. Allen, a wholesale dealer of Milwaukee, Wis., was in the city on business last week.

F. B. Smith of the Buswell Lumber & Manufacturing Company, the widely known Wausau, Wis., hardwood concern, visited several of his Chicago friends the early part of this week.

P. H. Edwards of the Edwards-Fair Lumber Company, Lansing, Ark., is in town on a short buying trip.

The J. S. Stearns Lumber Company of Odanah, Wis., was represented in town this week by C. B. Bontelle.

C. M. Christiansen of the Christiansen Lumber Company, Rector building, Chicago, left this week for a trip among the mills of Wisconsin.

Taylor & Crate, the well-known Buffalo, N. Y. wholesalers, had their Mr. Todd visiting the local trade this week. Mr. Todd is Wisconsin and Michigan buyer for Taylor & Crate's southern mills.

B. W. Ackles, secretary of the Alton Lumber Company, Buckhannon, W. Va., spent several days in Chicago last week.

HARDWOOD RECORD had the pleasure of a call from J. W. Long of New York City, editor of the New York Lumber Trade Journal, on Wednesday of this week.

George D. Burgess of the hardwood manufacturing and export house of Russe & Burgess, Inc., Memphis, Tenn., called at HARDWOOD RECORD offices on Feb. 5, on his way home from a business trip to New York. Mr. Burgess reports an improving condition in the eastern trade.

F. L. Brown of Crandall & Brown of Chicago spent several days in Pittsburgh this week on business.

E. E. Skeele of the Estabrook-Skeele Lumber Company left the city on Wednesday of this week for a buying trip of several days' duration in northern Wisconsin.

Ralph May of the May Brothers Lumber Company, Memphis, Tenn., was in town this week.

W. W. Gamble, secretary and manager of the Wausau Lumber Company of Rib Falls, Wis., spent several days of the past week on business in Chicago.

F. K. Bissell, secretary and general manager of the Rib Falls Lumber Company of Rib Falls, Wis., called on the local trade Thursday and Friday of this week.

Robert J. Ray of the Sun Lumber Company, Weston, W. Va., visited the city on a selling trip a few days ago.

R. C. Schulz, sales manager of the Yawkey-Bissell Lumber Company, Arbor Vitae, Wis., was in town recently.

A. S. Pierce of Danielson & Pierce, the well-known Rhinelander manufacturing and wholesaling house, visited the trade last week.

R. F. Hodges of Milwaukee, prominent as a hardwood wholesaler, was in town a few days the first part of the month.

Harry Wilber was in the city on a selling trip Feb. 6 and 7. Mr. Wilber has just left the service of the Brittingham & Young Company, Madison, Wis., and has gone with the Brooks & Ross Lumber Company of Schofield, Wis. He will make his headquarters at Madison.

The firm of J. O. Nessen & Co., a copartnership composed of J. L. Nessen and Andrew J. Doble, doing a lumber, commission and shipping business at Manistee, Mich., and Chicago, has been dissolved. Mr. Doble has withdrawn and Mr. Nessen will continue the business under the styles J. O. Nessen Lumber Company, an Illinois corporation, and the Nessen Transportation Company, an Indiana corporation.

The Huddleston-Marsh Lumber Company of Chicago states that the month of January was highly satisfactory for it, and that its veneer and mahogany business was far ahead of January, 1911.

The Theodore Fathauer Company of Chicago

recently bought the mill of the Helena Spoke Mill Company at Helena, Ark.

The Enterprise Parlor Furniture Company has been incorporated in Chicago with $15,000 capital to manufacture furniture. Wm. Dechart is interested in the new association.

H. T. Below, trustee of the Vollmar & Below Company of Marshfield, Wis., was in the city on business last week.

G. W. Jones, president of the G. W. Jones Lumber Company, Appleton, Wis., recently spent the day with his local manager, A. H. Ruth.

M. J. Fox, general manager of the Von Platen Lumber Company interests at Iron Mountain, Mich., was in Chicago last week on his way to the Milwaukee meeting of the Northern Hemlock & Hardwood Manufacturers' Association.

The February edition of the Red Book published by the Lumbermen's Credit Association, Great Northern building, Chicago, has been completed and is in the hands of subscribers.

HARDWOOD RECORD is in receipt of a novel souvenir calendar from the Wisconsin Seating Company of New London, Wis., successor to the Wisconsin Veneer & Lumber Company, Port Washington, Wis. The souvenir is in the form of a five-ply quartered oak panel, cut to shape representing the outline of the state of Wisconsin. On this is stamped a reproduction of the plant of the concern, and attached is a calendar of the year 1912.

HARDWOOD RECORD is indebted to the Carr, Ryder & Adams Company, the big sash, door and blind institution of Dubuque, Iowa, for a copy of its five hundred page 1912 catalog. This is one of the handsomest and most complete, illustrated works involving everything used and usable in house building, that has ever been issued.

A. H. Ruth, vicegerent snark of Hoo-Hoo, northern Illinois district, announces that there will be a big concatenation at the New Sherman House in Chicago on Wednesday evening, Feb. 14. Dinner will be served in the Gray Room at 6:30 and those intending to be present are requested to send in reservations immediately to Mr. Ruth in the Railway Exchange building, Chicago.

NEW YORK

The annual banquet of the New York Lumber Trade Association was held on the evening of Feb. 1 at Delmonico's, with about 250 members and guests present. The dinner was, of course, par excellence, followed by exceedingly high-class vaudeville. The menu cards, which were sketched with pen and ink, were very attractive and humorous. The banquet hall was handsomely decorated and the guests entered enthusiastically into the program of the evening, the banquet being pronounced one of the most enjoyable in the history of the organization.

A matter of great importance to lumber exporters and shippers as well as exporters in other lines of goods is the great scarcity prevailing of sufficient tonnage to carry on the great demand in foreign markets for all kinds of American products. In a recent interview with one of the leading steamship lines, which line is very largely used by lumber exporters, it was stated that rates to all foreign ports had practically doubled in the past twelve months and that even at the advanced prices tonnage is so scarce that many shipments are being delayed. One large lumber export house has had a tremendous amount of lumber held up for about three months awaiting available space for shipment. This lumber had all been sold and was [illegible] This is a situation which exporters and shippers should figure on, in committing themselves on foreign orders.

W. B. Fletcher has severed his connection as [illegible] with the Home Lumber Company, Chapman's Docks, Brooklyn, to organize the W. B. Fletcher Company, which will take over [illegible] on Chapman's Docks, Brooklyn. The new concern will do a general custom, saw and planing business, and with the large experience which Mr. Fletcher has had in the retail lumber and mill trade, the operations of his company will be of distinct advantage and benefit to the lumber trade of the city.

W. W. Dempsey, large hardwood and spruce operator of Johnstown, Pa., with local office at 18 Broadway, is running his West Virginia operations full time and is in fine shape for 1912 business. Mr. Dempsey will cut about 40,000,000 feet of hardwood, spruce and hemlock at his West Virginia operations, and is also manufacturing about 12,000,000 feet of high-class gum and tupelo at his operations at Pee Dee, S. C. Harry Diener, manager of the local office of Mr. Dempsey, ably represents his interests in this vicinity.

J. J. Linehan of the Linehan Lumber Company, Pittsburgh, Pa., local office 1 Madison avenue, spent several days in town during the fortnight in the interest of business. This company is in fine shape for 1912 business.

William Schuette of William Schuette & Co., the prominent wholesale house at 1 Madison avenue, accompanied by Mrs. Schuette, recently sailed for a three months' pleasure trip on the continent.

George D. Burgess of Russe & Burgess, Inc., prominent Memphis hardwood and export house, spent the greater part of the fortnight in town on business.

John Raine of the Meadow River Lumber Company, Rainelle, W. Va., was in town during the fortnight visiting with F. J. Cronin, the New York state representative of the company. The company manufactures very high-grade hardwoods, spruce and hemlock, including choice poplar, and will shortly have completed an up-to-date hardwood flooring plant.

BUFFALO

The matter of stop-over privileges on through shipment of lumber has been discussed of late between lumbermen and the railroads, and as a result an appeal to the Interstate Commerce Commission was decided upon by members of the Buffalo Lumber Exchange. A special party visited Washington on Jan. 29 and appeared before Commissioner McChord and Examiner Boyle and, in accordance with their suggestion, a brief has been submitted to the commissioners by the Buffalo lumbermen. Among the party that went to the capital were the following: Horace F. Taylor, Isaac N. Stewart, C. Walter Betts, Knowlton Mixer, James B. Wall, Arthur W. Kreinheder, Anthony Miller, Frank W. Vetter, J. Newton Scatcherd, William A. Perrin, Edwin W. Goerlitz and William H. Frederick, general traffic manager of the Buffalo Chamber of Commerce.

President W. L. Sykes of the Emporium Lumber Company with members of his family has gone to Porto Rico, where he will spend some weeks. The company's mill at Austin, Pa., has resumed operations and is turning out a fair amount of stock.

Among the initiates into Hoo-Hoo at the concatenation held here by Vicegerent H. T. Trotter last month were W. L. Blakeslee and W. A. Perrin of Blakeslee, Perrin & Loeffler. The new Hoo-Hoos numbered ten.

I. N. Stewart is one of the executive committee of the association in charge of the hundred years' peace celebration to be held on the Niagara Frontier in 1914-15, in which all English speaking peoples will join.

A. J. Elias recently visited Albany on business and while there urged the chairman of the Assembly Cities Committee to hold the hearing on the commission form of charter in Buffalo.

J. M. Sullivan has been shipping to Canada for use of the government, and states that the trade is making a showing a good deal of improvement at the yards.

R. D. McLean has returned from Washington, where he attended a meeting of the National Lumber Exporters' Association. Hugh McLean is planning to take a southern trip this month.

M. M. Wall, with his friend Peter McNeil of the McNeil Lumber Company, left late last month for Mt. Clemens, Mich., where they expect to remain for a few weeks.

Charles C. Slaght, formerly of Chestnut & Slaght, has established a hardwood office on the tenth floor of the Ellicott Square building and will handle various stocks.

PHILADELPHIA

Charles K. Parry & Co. report rushed orders at their mills. At the Carolina Spruce Company's mill, Pensacola, N. C., they are cutting some fine poplar trees, some of them averaging from 3,000 to 5,000 feet of lumber per tree. January business was fifty per cent in advance of the same month in 1911.

Ben C. Currie of Currie & Campbell states that business is rapidly expanding. J. H. Campbell is on a trip to North Carolina settling some desirable contracts. W. N. Lawton, formerly of Howes, Lawton & Russell, has been recently engaged by this firm to look after the yellow pine department. Harry A. Kay, formerly with the Otter Creek Boom & Lumber Company, will be salesman for the eastern Pennsylvania district. Owing to increasing business Currie & Campbell have been obliged to enlarge quarters by adding adjoining offices.

A new concern to commence business on Feb. 1 is the W. R. Taylor Lumber Company, manufacturer and wholesaler, with office at 1023 Land Title building. The officers are W. R. Taylor, president, formerly with the Colleton Cypress Company, the Patton Company and at one time in business for himself; F. O. Havener, vice-president, who is also president of the Alto Lumber Company, Pulaski, Va., and of the Sewell Lumber Company, Sewell, W. Va., and Otto Cluss, secretary, formerly manager of the Alto Lumber Company.

The Tomb Lumber Company reports business brisk. Its mills are running full capacity and good orders are coming in liberally.

G. E. Burkhalder, formerly with Beecher & Barr, has recently connected himself financially with the J. W. Turnbull Lumber Company, 608 Crozer building. Mr. Turnbull, who has been confined in the hospital with typhoid fever for some time, is reported better.

The W. M. Ritter Lumber Company testifies to enlarged trading. A. J. Williams, who long has been connected with the selling department of this house, succeeds G. V. Patterson as Eastern sales manager for this company and the Colleton Cypress Company, with headquarters in Philadelphia.

Jerome H. Sheip has removed his office to 2223 and 2224 Land Title building. H. S. Best of this house has now full charge of the Sheip plant at Choctaw Point, Mobile, Ala.

Among recent visitors to the local trade were John Raine, Rainesville, Va.; W. L. Shepherd, New York, representing Dougherty, McKey & Co., Birmingham, Ala.; James F. Judge, secretary Lumbermen's Exchange, Scranton, Pa.; J. A. Wilkinson, Bristol, Tenn., and J. V. Jamison, Hagerstown, Pa.

Samuel H. Shearer & Son have engaged H. R. Harman as salesman to succeed John J. Soble in the Rochester (N. Y.) territory; Frank Schaffner to take over eastern Pennsylvania, and J. H. Langham, who succeeds J. E. Du Bois to cover southern New Jersey. S. H. Shearer says that January proved the best month his firm has ever realized.

The Delaware Lumber Company, Wilmington, Del., was chartered under Delaware laws Jan. 1 with a capital of $20,000.

The Norva Land & Lumber Company, Inc., filed a petition in bankruptcy in the United States Court in Norfolk, Va., on Jan. 27. George W. [illegible], Philadelphia, John Sipple and Theodore

S. Grant, St. and Norfolk have been appointed receivers. The liabilities are given at $105,052 and the assets $103,159.

Albert Schoenhut, president of the A. Schoenhut Company, which conducts one of the largest toy-making plants in the United States, was found dead in bed on Feb. 3. His death was due to paralysis of the heart. Mr. Schoenhut was sixty-three years of age. He leaves six sons, all of whom are associated with him in business.

PITTSBURGH

D. L. Gillespie of D. L. Gillespie & Co. and wife will spend the remainder of the winter at Augusta, Ga. Mr. Gillespie says that his company will be busy taking care of present orders up to April 1 at least.

J. J. Linehan, president of the Linehan Lumber Company, attended the recent hardwood convention at Cincinnati. He returned believing that the lumber business will right itself, especially in the line of hardwoods.

Frank E. Smith, hardwood manager of the Breitwieser & Wilson Company, has been busy in the eastern territory the past two weeks. He is sending in some nice orders.

H. E. Ast, hardwood manager of the American Lumber & Manufacturing Company, attended the hardwood convention at Cincinnati. He reports that he never found stocks so short in West Virginia as during the past six weeks.

The Acorn Lumber Company is branching out and steadily increasing its trade. Its New York office, which is under the management of Mr. Hollahan, is doing a good business.

B. W. Cross, Pittsburgh manager for the Thomas E. Coale Lumber Company, is in Buffalo this week hustling for business.

John C. Shafer, a well-known Pittsburgh carriage manufacturer, died recently at his home at 209 South Newville street, Oakland. He was for years the leading carriage manufacturer of the South Side.

R. G. Camp of the Camp Manufacturing Company, stopped off in town recently to see how Pittsburgh business stood up. He reports stocks very short at the mills.

BOSTON

George R. Miller, formerly prominent in the lumber business in Boston, died suddenly Sunday, Feb. 4.

Herbert W. Bowler, who has been the New England inspector for the National Hardwood Lumber Association for several years, will enter the employ of the Holt & Bugbee Company, Boston hardwood lumber dealer, on Mar. 1.

The L. H. Shepard Company, Boston, has been incorporated with a capital stock of $20,000. This company succeeds to the business of Lindsley H. Shepard.

William H. Wood of the W. H. Wood Lumber Company, Cambridge, who has been confined to his home by sickness has so far recovered as to be able to go to Florida, where he will spend several weeks.

Robert Cowdery, for many years a member of the firm of Cowdery, Cobb, Nichols & Co., manufacturers of piano cases, Boston, died late in January.

BALTIMORE

One of the new incorporations is the J. A. Denison Lumber Company of Hagerstown, which has been authorized to engage in the lumber business with a capital stock of $25,000. The incorporators are J. A. Denison and A. M. Denison of Hagerstown and George A. Reed of Williamsport. J. A. Denison, the president of the new company, is also president of the Maryland Lumber Company of Denmar, W. Va.

Edgar J. Schuman, formerly with the Danville Lumber & Manufacturing Company of Danville, Va., has taken a position to represent the Morgan Mill Work Company of Baltimore in Virginia and other Southern states, where he is widely known.

Among visiting lumbermen here during the past two weeks were James West of the Midland Lumber Company, Parkersburg, W. Va.; Eugene C. Hayden, vice-president of Boynton & Co., Inc., Chicago; Mr. Holland of the Holland-Cook Manufacturing Company, Tacoma, Wash., and G. G. Barr of Beecher & Barr, Philadelphia.

Philip Littig, formerly connected with the Stirling-West Company of this city, a hardwood exporting concern which went out of existence after the great fire, and subsequently in the employ of the Dickson Lumber Company of Norfolk, was in Baltimore ten days ago on business and also to see members of his family. Mr. Littig is carrying on a sawmill operation near Roanoke, Va., being one of the young Baltimoreans who promise to sustain the reputation of the city in the hardwood trade.

Richard W. Price of Price & Heald intends to spend six weeks or two months at Los Angeles, Cal., with a married daughter who resides in that city. His health has not been good of late and it is thought that a change of scene will completely restore him.

An application for the appointment of a receiver for the Heise & Bruns Mill & Lumber Company of this city, filed last week, was withdrawn later on payment of a claim of some $200.

H. J. Munro of the firm of H. J. Munro & Co., of Liverpool, stopped in Baltimore last week on his way back to New York, preparatory to taking the steamer for home. He had been in the United States since the early part of January and had visited some of the lumbering sections. He reported that prices were held rather high by the millmen, all of whom had gone up in their figures.

President Harvey M. Dickson of the National Lumber Exporters' Association; Edward Barber of the Howard & Barber Lumber Company of Cincinnati, and J. W. Eckman, vice-president of the M. B. Farrin Lumber Company of Cincinnati, visited Baltimore after the annual meeting of the organization in Washington.

CLEVELAND

W. B. Martin of the Martin-Barriss Company states that although there is no unusual demand for any particular commodity, his company has had a steady trade for the past month and thinks that the next three or four months will show marked improvement.

J. L. Sands of the F. T. Peitch Company has returned from a trip through West Virginia and reports finding stocks badly broken.

L. W. Ford, secretary of the Goodlander-Robertson Lumber Company, Memphis, Tenn., was in town last week. He says conditions are very favorable and is optimistic regarding the future.

W. C. Thompson of the W. E. Heyser Lumber Company, Cincinnati, was another visitor in this market last week.

George Wright, formerly connected with the Cuyahoga Lumber Company, has accepted the position of manager of the Scranton Road Lumber Company.

COLUMBUS

The Byesville Planing Mill Company of Byesville, O., has been awarded a contract to furnish the lumber for four waiting stations for the Midland Power & Traction Company.

The Slagle Lumber & Coal Company of Washington C. H., O., has purchased the business of the Fayette County Lumber Company of that city for about $60,000. The lumber business will be conducted under the name of The Fayette County Lumber Company, with offices on South Fayette street, and the building material business will be conducted under the name of the Slagle Lumber & Coal Company. The officers of both companies are C. E. Slagle, president; W. C. Slagle, vice-president and secretary, and Arthur Slagle, treasurer.

The Conneaut Handle Company of Conneaut has been incorporated with a capital of $12,000 to manufacture wooden handles and similar articles. The incorporators are E. M. Comstock, G. M. Benton, C. Dusenbury, H. G. Kingdom and Fred F. Smith.

D. A. Gear, who has been in the employ of the Koss & German Lumber Company of Fostoria, O., for years, has accepted a position in the wood-working department of the Overland Automobile Company of Toledo.

George C. Urlin, a well-known business man of Columbus, O., has sold his interests in the Grandview Lumber Company of Columbus.

D. C. Shank & Co. of Pandora, O., has been incorporated with a capital of $50,000 to deal in lumber. The incorporators are D. C. Shank, A. C. Diller, Phillip Neunschender, Llewellyn Geiger and C. M. Shank.

The Clifton Park Lumber Company of Cleveland, O., has increased its capital stock from $25,000 to $50,000.

The Edgewater Lumber Company of Cleveland, O., has increased its capital stock from $25,000 to $50,000.

The creditors of C. Roehr & Co., bankrupts of Bucyrus, O., recently met and discussed the matter of continuing the business of the defunct company. A bid of $2,400 was accepted for the lower mill of the concern located near the end of Walnut street, and the plant was ordered sold to H. E. Startsman.

F. B. Pryor, manager of the Chicago office for the W. M. Ritter Lumber Company, and A. J. Williams, manager of the Philadelphia office of the same concern, were in Columbus Feb. 5 to confer with R. W. Horton, sales manager for the Central division. Both reported much improvement in the demand in their respective territories and said the outlook for the future was better. R. W. Horton reports a good trade in all lines of hardwoods and says the outlook is excellent.

R. C. Willis, who has been in charge of the Maryland territory for the W. M. Ritter Lumber Company, has been assigned to the Columbus office to fill the vacancy caused by the resignation of W. Granville Taylor, who left to become purchasing agent for the National Casket Company in North Carolina. C. J. Robinson, who has been traveling in Pennsylvania territory, has been assigned to the Maryland territory with headquarters at Baltimore, and E. C. Callinan, traveling in western New York, has been assigned to Pennsylvania territory.

John Becker of the Becker Mill & Manufacturing Company of Marietta, O., was a visitor in Columbus recently.

CINCINNATI

The Korn-Conkling Lumber Company was recently incorporated with a capital of $10,000 to engage in the wholesale lumber business. The stock is divided into one hundred shares of $100 each, the incorporators being C. F. Korn, E. A. Conkling, A. Volkert, W. C. Rippey and L. M. Schulte. Temporary offices have been opened in the Winton Place Savings Bank.

The firm of Ault & Jackson Company is being liquidated. Cliff S. Ault will enter the Ault Wooden Ware Company with his brother. It is expected the stock will be disposed of and the affairs of the firm wound up within sixty days. The Thompson Lumber Company has made arrangements to take over the trams and yards of the Ault & Jackson plant.

The Fullerton & Powell Hardwood Lumber Company, with headquarters at South Bend, Ind., has decided to close its Cincinnati yard and concentrate its business at headquarters. The stock is being disposed of.

The Short Hollowell Lumber Company has moved its offices to 2 Harrison building on Fourth street. H. Hollowell is now the sole owner of the stock of the company. M. Short having retired from the company and opened an office in the Johnson building on Fifth street.

W. W. Stone is now the head of the T. B. Stone Lumber Company, whose office and yards are at the foot of Hopkins street.

Joe Wehry, for several years with George Littleford, is now with J. D. Rash of the Shawnee Lumber Company, with yards at Cumminsville.

The Tensas River Lumber Company has purchased another locomotive and a number of cars for its plant in Louisiana. An additional tract of land has been taken over. The company has extended the capital of the operating company from $100,000 to $300,000, and will issue bonds to the extent of $100,000. Vice-President Walker says that everything at the plant is reported in fine shape, and the work of construction on the railroad line is being pushed rapidly.

S. A. Conn and Fred Conn are at Natchez, Miss., where the latter is looking after the interests of the Bayou Land & Lumber Company.

Fred Radina of L. W. Radina & Co., who was injured in the auto races at Joliet, Ill., last spring, has fully recovered and is now able to be about and attend to business.

TOLEDO

Manager G. G. Roberts of the Big Four Hardwood Company has returned from an eastern business trip. He stated that the hardwood trade seems to be picking up all over the East and that conditions are much better than they were.

Manager A. H. David of the David Lumber Company reports a much better market tone. He said that his concern has been doing a fair export business, the bulk of the demand being for oak and hickory.

The Excelsior Lumber Company of Lima, O., has filed a petition in voluntary bankruptcy in the federal courts at Toledo. A similar petition was also filed by John H. Long, a member of the firm.

The Rib River Lumber Company, recently organized at Toledo, has chosen Joseph Crossweiler as president and A. H. David general manager. The company has secured a tract of 300 acres of oak and pine timber land near Richmond, Va. Two large mills will be erected on the grounds at once for the purpose of removing the timber. Manager David will spend one week of each month at the mills of the company.

INDIANAPOLIS

The Troy Lumber Company, Troy, Ind., has filed notice of dissolution with the Indiana Secretary of State.

The name of the Englewood Hoop Company of Kokomo has been changed to the Hallulah Hoop & Lumber Company.

Joseph R. Young and Thomas H. Nelson, composing the Young-Nelson Lumber Company of this city, have filed suit for a receiver in the Delaware Circuit Court against the Delaware Lumber Company of Muncie. It is alleged the company has assets of $41,000 and liabilities of $30,000.

Fred Reese of this city has purchased the coal plant of the Bessler Veneer Company at Batesville and will start a furniture factory.

On the evening of Jan. 27 the annual meeting of the Atkins Pioneers was held at the Spencer house in this city. The members of this association are those who have been employed by E. C. Atkins & Co. for at least twenty years. The oldest member is John H. Wilde, who has been with the company forty-seven years. Henry C. Atkins, president of the company, was among the guests.

With an authorized capitalization of $1,000,000, the General Industrial & Manufacturing Company has been formed here to manufacture a line of light motor trucks and to conduct experiments for inventors. The Industrial building, with 360,000 square feet of space, has been leased. The officers are: President, T. B. Laycock, secretary of the T. B. Laycock Manufacturing Company, furniture manufacturer; vice-president, W. J. Mooney, wholesale druggist; secretary, J. F. Lindley, Jr., sales manager of the Laycock company; treasurer, Charles E. Coffin, president of the Central Trust Company.

The Indiana Forestry Association has elected the following officers for 1912: President, Charles Warren Fairbanks, Indianapolis; vice-president, Mason B. Thomas, Wabash College, Crawfordsville; secretary, George B. Lockwood, editor, Marion; treasurer, W. A. Guthrie, agent for railroad ties, Indianapolis.

EVANSVILLE

The hardwood firm of Leib & Artman of Rockport, Ind., which also operated the Rockport Box Manufacturing Company, has been dissolved. Mr. Artman is building a band mill at Metropolis Ill., and has formed a connection with the Nichols & Cox Lumber Company of Grand Rapids. The new concern at Metropolis will be called the Artman, Nichols & Cox Lumber Company, and will manufacture southern hardwoods. The band mill will be supplied by the steamboat and fleet of barges the company owns.

Articles of incorporation were filed recently for the H. & H. Manufacturing Company. G. A. Hartmetz, M. Hartmetz, O. A. Jensen, John M. Funke and Wm. Gramelspacher are the incorporators. The company will engage in the manufacture and sale of furniture and wood-work. The company has a capitalization of $15,000, 600 shares of $25 each, one-half of which is preferred, and balance common stock.

M. E. Cummings of Riemeier Brothers & Cummings has moved to Syracuse, N. Y., where he has opened a sales office. Mr. Cummings was recently elected secretary of the Evansville Lumbermen's Club, and his departure is regretted by members of the trade. The local office of the company is now under the direct management of B. R. Bertrand.

Bedna Young of Young & Cutsinger, Daniel Wertz and Claude Maley of Maley & Wertz returned the latter part of last week from the Cincinnati meeting of the Hardwood Manufacturers' Association of the United States.

Jos. Waltman, Jr., local wholesaler, has been succeeded by the J. W. Waltman Lumber Company. The new concern will market a full line of hardwoods.

George Lawrence, southern representative for Young & Cutsinger, was in the city this week.

George Riemeier of the Riemeier Lumber Company, Cincinnati, was in the city this week.

O. W. McCowan and John A. Thompson of Thompson, Thayer & McCowen, were in the city last week on business.

MEMPHIS

The local market has changed but little during the past two weeks. There are a few complaints that business is not active, but as a general rule shipments are being made on a liberal scale, considering the depleted supply of dry stock. Buyers are showing more interest, with a resultant increase in both the number of inquiries and actual bookings. Prices are about the same as recently, though the tendency is toward increasing firmness as a result of the fact that there is rather more inquiry and a further tendency toward reduction in shipping dry lumber.

The Cayoso Lumber Company is opening yards at Cairo, Ill. The company will continue to maintain its offices and yards at Memphis and all lumber carded at Cairo will be handled through the Memphis offices. C. R. Ransom will have general supervision of the new yards at Cairo but will not spend much time there, the services of a competent yard foreman having been engaged. The company is now concentrating lumber at Cairo from Alabama, Oklahoma, Missouri and other states where the rate to Cairo is more favorable than that to Memphis.

The Anderson-Tully Company has completed facilities at Vicksburg for unloading logs into its mills from the canal there, and also for loading out the lumber from its two sawmills as well as the products of its box factory at that point. The new facilities, which are operated somewhat on the chain elevator system, will greatly reduce the cost of unloading logs and of loading lumber and other products.

W. H. Greble, W. B. Morgan, Ralph May, U. S. Lambert and other prominent members of the lumber fraternity here who attended the annual of the Hardwood Manufacturers' Association at Cincinnati, Jan. 30-31, have returned and report that the meeting was not only the best attended in the history of that organization but also one of the most successful. W. A. Gilchrist of the Three States Lumber Company, who also attended, went north from Cincinnati and has not yet reached Memphis. Mr. Gilchrist continues on the executive committee upon which will devolve the duty of selecting the meeting place for 1913. Memphis and Nashville are both strongly in the race.

S. B. Anderson of the Anderson-Tully Company and George D. Burgess and W. H. Russe of Russe & Burgess, Inc., attended the annual of the National Lumber Exporters' Association during the past week. Messrs. Anderson and Russe have returned to Memphis but Mr. Burgess, who was accompanied by Mrs. Burgess, has not yet reached home, having gone north from Baltimore.

Charles E. Brower, secretary of the National Classification Committee of Lumber and Wooden Box Interests, has returned to Memphis from Galveston, Tex., where he attended the meeting of the Western Classification Committee. He appeared before this committee and argued in favor of an equalization of rates as between packages made of wood and those made of fibre, paper and other material. The principal arguments which he advanced were: That the railroads are heavy losers through loss of tonnage; that the manufacturers of wooden boxes lose through curtailed production; and that the paper and pulp boxes are given the preference as shipping containers, resulting in much loss to the railroads through damages from increased breakage, waste and other considerations. Mr. Brower recommended that the Western Classification Committee require that all shipments of glass be packed in wood containers. He says that he expects to see, as a result of the Galveston meeting, that it shall be compulsory on the carriers to require, upon receipt of shipments in pulp or paper, that these shall bear a stamp in some regularly designated place stating that the material used in the making of the box is in conformity with the requirements set forth by the Western Classification Committee.

E. H. Ewing, former manager of the Ewing Lumber Company, Marianna, Ark., has sold his interest in that firm and has removed to Heber Springs, Ark.

F. J. Schmuck, who has been connected for a number of years with the Chapman-Dewey Lumber Company, states that he will purchase box factory No. 2 at Jonesboro which has been closed down for some time and organize a new company to operate this with a capital stock of $50,000. The new company will manufacture boxes and also materials for interior finish, employing about seventy-five men.

The Hampton Stave Company at Fordyce, Ark., has purchased the large holdings of oak timber in that section belonging to the Sawyer & Austin Lumber Company, and will erect a hardwood mill for the development thereof. This will give employment to about one hundred and fifty men.

NASHVILLE

During the past two weeks large shipments of hardwood logs have been received by local manufacturers from the upper Cumberland river section, the receipts being between 2,500,000 and 3,000,000 feet. The supply consisted chiefly of poplar, hickory, chestnut and other hardwoods.

A. L. Haynes, a prominent manufacturer of Nashville, has been elected president of the National Tight Barrel Stave Manufacturers who met in annual session at Hot Springs, Ark.

Reports for the year were presented and the new directors were installed at the annual meeting of the Builders' Exchange held recently. The report of Secretary T. H. Evans showed good results during the year. The various committees performed their duties well, and the records show that much work was done during the year. A committee was named to report resolutions on the death of J. N. Means, a prominent exchange member and a director. Several timely talks were made and the members, with invited guests, enjoyed a tempting banquet at the close of the business session.

The J. K. Williams Lumber Company's dry-kiln at Fayetteville and 8,000 feet of lumber were burned Jan. 26. The loss is estimated at between $1,500 and $2,000 with $1,350 insurance.

The Gooch Lumber Company's plant at Franklin, Ky., burned Jan. 23, the estimated loss being $4,500, with $3,750 insurance.

Four thousand acres of timber land near White Bluff, the property of W. E. Jordan, were sold by order of the chancery court to Shelton Jordan, the price paid being $13,000.

A buying office has been located at Memphis by John B. Ransom & Co. of this city. E. N. Ralston, an experienced member of the trade, is in charge of same.

The big band sawmill of the Davidson, Hicks & Greene Company of this city has been started sawing a choice lot of hardwoods. A scarcity of logs caused this plant to be shut down last summer.

An additional large factory is to be built at once by the Greenville Chair Company which will give employment to some one hundred and fifty men in addition to those now employed by the concern.

R. H. Lytle and Dr. J. H. Nelson have purchased the business of the Barker Lumber & Manufacturing Company of Murfreesboro. This establishment was founded by Dell Barker nine years ago, and the plant is said to be worth $10,000. The new owners also operate a plant at Guntersville, Ala., where Mr. Lytle will be in charge, Dr. Nelson directing the Murfreesboro business.

Six car loads of Maury county walnut logs have been shipped to Hamburg by C. P. Mayberry of Columbia. The logs were especially fine, some measuring twenty-five inches in diameter.

President Hamilton Love of the Nashville Lumbermen's Club has named a steering committee for the purpose of arousing more interest among the members, and trying to secure a larger attendance at the weekly business meetings and luncheons of the executive committee. C. M. Morford has been appointed publicity man for the club.

KNOXVILLE

H. N. Saxton of the Knoxville Saw Mill Company has just returned from a trip to Washington and other eastern points. He reports business satisfactory. His concern is working to full capacity and is very busy at present filling orders for its export trade.

Lumbermen of Knoxville and Cincinnati will be much interested to learn that Ed. Maphet, formerly general manager of the Logan-Maphet Lumber Company, has severed his connection with that concern and is contemplating starting in business for himself. He is looking for a desirable location for a yard in this city. J. M. Logan has succeeded Mr. Maphet as general manager of the Logan-Maphet Company and C. R. Swan is secretary and treasurer.

L. H. Schaffer of the Douglass & Walkley Company, Elk Valley, Tenn., was a recent visitor in the city. He reports the company's large band mills running full time and inquiries plentiful.

C. F. Maples of the Maples Lumber Company has recently shipped a fine block of 3" poplar and reports business good with his concern.

J. C. Kimball and H. C. Kopcke of Kimball & Kopcke left this week for a trip in North Carolina and points East.

H. G. Tarvin of the Maryville Lumber Company was a visitor in the city this week and reports trade good with his concern. The company at present is shipping large quantities of white pine and resawed trunk stock.

Lumbermen generally are experiencing considerable trouble in getting their lumber to the railway for shipment, owing to the impassable condition of the wagon roads. Orders have been delayed on this account, and dealers report a scarcity of dry stocks.

P. B. Raymond of the Knoxville Veneer Company reports that his concern is running full time and that inquiries are plentiful. He is very optimistic over the outlook for 1912.

The Philadelphia Veneer & Lumber Company of this city has its entire plant, together with large boundaries of timber lands and manufactured lumber, for sale. Mr. Henofer, vice-president and general manager, reports that his concern will establish veneer mills in the South.

D. M. Rose & Co. of this city are running their mills to full capacity and report orders plentiful.

The Vestal Lumber & Manufacturing Company of Knoxville, Tenn., announces that it will begin about Feb. 15 the installation of an entirely new sawmill to take the place of the one now running. The new mill will be a Sinker-Davis build and will cut about 6,000,000 feet of hardwoods a year.

BRISTOL

A meeting of the lumbermen of Bristol was to have been held last week at Hotel Bristol for the purpose of organizing a lumbermen's club, but it was postponed on account of the absence of several of the moving spirits. It will be held in a few days and Bristol will soon have a live and flourishing lumbermen's club. The hardwood men are very enthusiastic over the proposed club and believe it will be beneficial to the trade.

The Stone-Huling Lumber Company is preparing to erect a three story brick building, 100x200 feet for use as a planing mill. The company's present mill in Bristol is inadequate and work will shortly be begun upon the new structure, which will be equipped with modern machinery and which will be one of the best planing mills hereabouts.

C. W. Manning, a well-known lumberman of New York, who buys much stock in this territory, was a visitor on the local market this week.

The Paxton Lumber Company is running its new planing mill regularly, and reports business satisfactory. Fred K. Paxton has gone on a trip through West Virginia to look after the interests of the company.

Work will begin in a few days on the new band mill to be erected at Bluff City, Tenn., by the Black Mountain Timber Land Company of Cumberland, Md. Work has been started on the company's narrow gauge logging road from Bluff City, where it connects with the Southern, into the Holston mountains, east of this city.

LOUISVILLE

The Booker-Cecil Lumber Company, Louisville's newest hardwood concern, was enrolled last week as a member of the Louisville Hardwood Club. The new company was formed following the recent merger of E. B. Norman & Co. with the Norman Lumber Company.

The consolidation of the Norman Lumber Company with E. B. Norman & Co., under the name of the Norman Lumber & Box Company, has been completely effected. The new company has filed articles of incorporation, showing a capitalization of $175,000, and is rushing work ahead on its big sawmill at Holly Ridge, La., so that operations at that point will probably commence before March 1.

Louisville lumbermen are much interested in the prospect of a big new sawmill being erected in the near future in this city or its vicinity. The Turkey Foot Lumber & Land Company, recently organized in Huntington, W. Va., is the promoter of the enterprise, having recently been incorporated under the laws of West Virginia with a capitalization of $300,000 by the following well-known lumbermen: C. L. Ritter, H. T. Lovett, G. A. Koontz, M. A. Simms and E. E. Williams. The Turkey Foot company has purchased an extensive tract of valuable timber land in Jackson county, Kentucky, on the Kentucky river. It proposes to develop the lumber resources of the tract, floating the logs down the Kentucky river to the Ohio and thence to a sawmill that is to be located either at Louisville, Ky., Cincinnati, O., or some point between those cities. The trade is hopeful that Mr. Ritter and his associates will locate in the Bluegrass metropolis.

That the convention of the National Wholesale Lumber Dealers' Association, to be held in Louisville March 6 and 7, will be a notable success is assured, as plans for the auspicious event were made a short time ago at a conference between a committee of representatives of the association and members of the Louisville Hardwood Club. F. R. Babcock of Pittsburgh, Pa., president of the national organization of wholesalers; Trustee Lewis Dill of Baltimore, Md., and Secretary E. F. Perry of New York City visited Louisville, meeting T. M. Brown, president of the Hardwood Club; A. E. Norman, E. B. Norman and other local lumbermen. It was decided that the Seelbach hotel is to be headquarters for the delegates, the sessions to be held in the big assembly rooms on the tenth floor of the hostelry. Following the regular business meetings an elaborate banquet will be given on the evening of March 6 in the main dining room of the Seelbach, which will be attended by the ladies of the convention as well as the gentlemen. The following evening the Louisville Hardwood Club will be host at an entertainment and smoker for the masculine contingent in the assembly hall and the ladies will be tendered a musicale. The program will be rounded out with automobile trips through the beautiful park and suburban sections of Louisville for the ladies, while some interesting excursions of exploration to Mammoth Cave, French Lick Springs and other famous resorts near Louisville have been arranged for the benefit of the lumbermen who have never visited Kentucky before. Attention proportionate to that devoted to the entertainment features of the program has been paid to the business sessions. Invitations that were issued to notable speakers have been accepted and a list of authorities in the lumber trade has been arranged.

The lumber trade of Louisville will probably be materially benefited in the future by fire insurance legislation which, in all probability, will be passed by the General Assembly, now in session at Frankfort. The Louisville Board of Trade instituted the campaign for the enactment of laws which will govern the fire insurance business in Kentucky, providing complete investigation of all transactions by a State Commission, which will be empowered to regulate rates of all companies doing business in the commonwealth. A bill to establish such a commission has passed the Senate and is now under consideration in the House, by which it will probably be approved.

The Hegan Mantel Company of Louisville, one

[illegible] hardwood mantel manufacturer [illegible] is embarking upon [illegible] The company [illegible] in the manufacture of dining [illegible] and other dining room equipment as an inaugural line in its new departure.

The property and good-will of the well-known Frankfort (Ky.) hardwood manufacturing firm of T. J. Congleton & Bro. have been sold to Basil Kenney, one of the best known business men of the Bluegrass capital. The Congleton concern was founded more than thirty years ago by T. J. and W. B. Congleton, pioneer lumbermen, who conducted a successful general business for more than a quarter of a century, becoming leading figures in the central Kentucky lumber trade. W. B. Congleton has decided to retire from active business. T. J. Congleton died several years ago. Mr. Kenney will conduct the business upon the same broad lines as heretofore.

The Munfordville Milling & Lumber Company has been incorporated at Munfordville, Ky., with a capitalization of $5,000 by John D. Craddock and others.

ST. LOUIS

[illegible] is a report of the movement of lumber in this market during January: Receipts by rail during January, 1912, were 10,476 cars; during January, 1911, there were 15,442 cars, a decrease of 4,966 cars. There were no receipts by river in January this year or last year. The shipments by rail during January, 1912, were 7,584 cars. Shipments by rail during January, 1911, were 9,045 cars, a decrease of 1,461 cars. There were no shipments by river in January this year or last year.

Julius Seidel was elected president of the Lumber Dealers' Association of St. Louis at the annual meeting held recently at the Planters Hotel. J. G. Ganahl was elected vice-president; J. B. Kessler, secretary, and Louis Essig, treasurer.

Henry G. Rolfes, president of the Lumbermen's Club of St. Louis, has appointed the following standing committee for the current year:

ENTERTAINMENT—James E. Gatewood, chairman; Hans Wachsmuth, Louis Essig.

[illegible] George W. Petrie, chairman [illegible]

STATISTICAL—Thos. E. Powe, chairman; A. J. Haus; Thos. J. Noser.

[illegible] Cook, chairman; Frank G. Hanley, Guy B. Fulton.

TRAFFIC—Henry A. Boeckeler, chairman; Chas. E. Thomas, C. M. Jennings.

[illegible] J. V. Rolfes, chairman; Wm. Lothman, Jr., Hendrick Folonie.

[illegible] Geo. R. Hogg, chairman; R. B. McConnell, T. W. Fry, S. J. Gavin, Frank Goepel.

Michael Heller, seventy-eight years old, founder of the Heller & Hoffman Chair Manufacturing Company, died recently.

The National Rattan & Furniture Company filed articles of incorporation recently with a capital stock of $50,000, fully paid. The incorporators are Greene F. Harding, Albert Morrison and Benj. F. Parmalee. The company will take over the old plant of the Koenig Furniture [illegible] the president of the company died.

The following are the number of feet inspected and measured by the Lumbermen's Exchange during the month of January:

	Feet.
[illegible]	87,550
[illegible]	15,750
[illegible]	84,380
[illegible]	9,950
[illegible]	75,572
[illegible]	86,851
[illegible]	550
Quartered white oak	7,549
[illegible]	7,855
[illegible]	5,416
Maple	10,270
[illegible]	1,491
[illegible]	103,196

[illegible] Company is in Wisconsin on a selling trip.

The Chas. F. Luehrmann Hardwood Lumber Company reports business fair with conditions looking much better than formerly.

LITTLE ROCK

The movement in hardwood in this city is rather slow, possibly due to the fact that the inventory season is hardly over. However, local hardwood men regard the outlook for the coming year as promising, and all are preparing for a busy year. Not much building, requiring hardwood, is being done in the state and the demand is rather slight.

The Arkmo Lumber Company of Paragould has increased its capital stock from $50,000 to $75,000. The officers of this company are W. W. Fuess, president and general manager; H. C. Ball, secretary, and Harry Fuess, treasurer. The company has branch yards at Almyra, Stuttgart, Weiner, Hickory Ridge, Earle, Parkin, Crawfordsville and New Madrid, Mo.

The Perkins Lumber Company has been organized at Carlisle by D. B. and R. A. Perkins. The plant will be very large and work has already been begun on it. Operations will be started at an early date.

On Jan. 27 Durand Whipple of this city, federal master in chancery, sold the property of the Clio Lumber Company of Pine Bluff to A. B. Newman of Chicago, the consideration being $460,000. The property consisted of a big mill at Clio, one of the largest in the state, several miles of railway, and about 60,000 acres of fine timber land located in Jefferson and Grant counties. The sale was made to justify the claims of creditors against the company, amounting to between $300,000 and $400,000, a receiver for the company having been appointed several months ago. It is understood that there will be a reorganization of the old company.

The Anderson Locomotive Ash Pan Company of Fort Smith, the Rimes Tie & Timber Company of Texarkana, and the White Lumber Company of Argenta have recently surrendered their charters.

The Grayburg Lumber Company of Detroit, Mich., has filed a certificate with the secretary of state showing that it has named Henry Thane of Arkansas City as state agent for Arkansas. The certificate states that the company has $762,069 of its capital employed in this state.

The North Arkansas Lumber Company of Paragould filed an amendment to its charter, changing its name to the East Arkansas Lumber Company.

MILWAUKEE

The Medford Lumber Company has increased its capital stock from $150,000 to $200,000.

The plant of the Fond du Lac Church Furniture Company of Fond du Lac was sold on Feb. 5 to William Naumheimer of Milwaukee for $77,000. Herman Uihlein, a heavy creditor, Norman M. Baker and William Naumheimer comprised the Milwaukee parties in the negotiations. The company will be reorganized and its capital stock increased to $150,000.

The Marinette Broom Company, recently located in Marinette, is meeting with a brisk business and has increased its facilities by the installation of three new machines.

The new plant of the Merrill Hardwood Company at Merrill has been placed in operation. New and modern machinery has been installed in the main building and power [illegible] Handles of all sorts and cantbooks are manufactured of maple, ash and other hardwoods.

The Antigo Lumber Company's sawmill and a portion of its real estate at Antigo were bid in by the lien claimants and sold to Henry Hay, trustee, at a sheriff's sale held recently. The sale price was $7,000. The McDougall Manufacturing Company, with a claim of $11,000, is the largest creditor.

The Vaudreuil Lumber Company of Chippewa Falls has been incorporated with a capital stock of $20,000 by J. R. Murphy, L. J. Vaudreuil and M. C. Vaudreuil.

J. T. Phillips, secretary and general manager of the Diamond Lumber Company's plant at Green Bay, has returned from Saginaw, Mich., where he attended the company's annual meeting. He states that the company has purchased a large tract of timber land in Ontonagon county, Michigan. This assures a long run for the Green Bay plant. More than 29,500,000 feet of lumber were cut last year and 30,000,000 feet will be cut this year.

The Berlin Machine Works of Beloit, will soon begin the erection of a new building intended for the manufacture of sawmills and smaller machines. The structure will be 275x294 feet in dimensions, two stories high, and will cover 80,000 square feet of surface.

The Hamilton Manufacturing Company of Two Rivers, manufacturer of wood type and printers' cabinets, has completed its new addition and is installing new equipment.

Plans are under way at La Crosse for the organization of the Pabst Boat Works. A new plant will be erected, and racing crafts and boats of special design will be turned out.

Ludwig Larsen has resigned as assistant sales manager of the Phoenix Chair Company to accept the position of sales manager for the Jung Shoe Company, also of Sheboygan.

W. A. Runge has resigned as manager of the Merrill Veneer Company of Merrill. Officers and directors have been elected as follows: President, Louis Leudiger; vice-president, Napoleon DesRosier; secretary-treasurer, W. A. Runge; directors, W. A. Runge, Louis Leidiger, John Ament, Max Meyer and Napoleon DesRosier.

H. C. Putnam, aged seventy-nine years, a widely known forestry expert and a pioneer lumberman, died at his home in Eau Claire on Jan. 24. He was a member of the American Forestry Association, having been president twice and was considered the most thoroughly practical authority on forestry in the United States. He had been in the employ of the government here and abroad, and had been associated with various railroads. He was interested in several lumber and timber concerns in Wisconsin and on the Pacific coast.

The Kiel Furniture Company of Milwaukee and Kiel has increased its capital stock from $150,000 to $500,000 and the number of its directors from three to five. J. B. Laun is president and A. W. Dassler is secretary of the company.

The Wachsmuth Lumber Company of Bayfield has purchased the timber holdings of the Red Cliff Lumber Company in Ashland and Bayfield counties.

The Bermingham Lumber Company of Kenosha has increased its capital stock from $15,000 to $100,000.

Lumbermen have been much interested in the code of rules relating to safety devices and sanitary measures for manufacturing plants, which has been completed by a committee of manufacturers and others working with the Wisconsin Industrial Commission. The committee held several hearings in Milwaukee, when particular attention was paid to the wood-working industries of the state. C. W. Price of Chicago, who has been associated with the International Harvester Company for six years, has been secured as safety expert by the commission, which has the administration of the new Wisconsin workmen's compensation law.

MINNEAPOLIS

R. W. Hasslen, formerly with F. H. Lewis of this city, has accepted the position as northwestern representative for the W. P. Brown & Sons

Lumber Company of Louisville, Ky., and Dickson, Tenn.

J. E. Dougherty of the J. E. Dougherty Lumber Company is visiting the trade in Duluth, Minn., and northern points.

T. M. Smith of Wausau, Wis., recently spent a couple of days in this city, looking up orders for hemlock and pine.

P. R. Hamilton of the Minneapolis Lumber Company, is taking his winter vacation at Pasadena, Cal. Mr. Hamilton is expected home about the middle of February.

F. H. Lewis left for the Pacific coast a few days ago and will spend from four to six weeks on his annual vacation.

G. W. Everts of the Payson Smith Lumber Company left recently to call on the trade at down-river points. The Payson Smith Lumber Company reports a good volume of trade in all lines of hardwood.

The regular quarterly meeting of the Northwestern Hardwood Lumbermen's Association was held at the Minneapolis Commercial Club on Feb. 3, with a good attendance present.

L. M. Borgess of the Steele & Hibbard Lumber Company of St. Louis, is visiting Twin City customers and claims to be obtaining top-notch prices for dry stock.

CADILLAC

The outlook for the lumber trade from the manufacturer's standpoint seems very good. Conditions are more favorable than for some time, for a good season's trade in both hardwoods and hemlock. A large amount of logs are being hauled into Cadillac by rail, and a fair proportion of these are coming from farmers' woodlots. A comparatively high price is being paid by manufacturers, thus inducing the farmers to sell at this time.

The Williams Brothers Company is putting in a larger proportion of logs in this way than for some time. Some of the logs are sleigh hauled from points ten or twelve miles distance. Other manufacturers in Cadillac are receiving logs from points over one hundred miles, rail-hauled.

The Cadillac Chair Company has started the manufacture of chairs and will employ seventy-five men when running under normal conditions.

The handle factory of D. B. Kelly at Lucas, Mich., is running full time, and is putting in a large amount of maple and beech logs to be manufactured into handles, and elm and hemlock logs to be turned into lumber.

A. C. Fessendon of Boone is putting in 1,500,000 feet of hardwood logs for a four-months' run at his mill which will start Mar. 1.

A. L. Gibbs of Traverse City is putting in 1,000,000 feet of hardwood logs at Fife Lake.

The Oval Wood Dish Company is lumbering a tract of lumber southwest of Mancelona. The Grand Rapids & Indiana Railway Company is putting in a five mile spur, connecting with the main line, and will haul the timber to Traverse City in the spring.

DETROIT

C. W. Peters of the Peters Lumber Company, Columbus, O., was a Detroit visitor the first of the week. Mr. Peters up until the first of the year was connected with the Sowers-Leach Lumber Company of Columbus. He reports that so far business has been very good and that he looks for a good trade this spring and summer.

The C. W. Leech Lumber Company has enjoyed a very good demand for walnut, ash and elm and reports that conditions seem brighter.

"Trade conditions are improving to a marked degree," said Thomas Forman of the Thomas Forman Company. "While locally business has not been large, the volume of inquiries and orders is strengthening. Trade at large seems much better throughout the country." The Forman Company is making a number of changes in its mill which will mean reduced cost of production.

The season in the lumber bowling league is about half over, with the team of the Gratiot Lumber Company on top and the Restrick Lumber Company team several points behind. The E. W. Leech team as usual is at the tail end, having lost forty-three games and won eleven.

Plain oak continues to be a leader, with moderate activity being displayed by a number of other woods, including birch and maple. Chestnut, ash and poplar are doing fairly well. Poplar box lumber has been quiet for some time, but a greater activity and stronger price is being looked for. Walnut is moving a little better at some yards.

PHILADELPHIA

The report of the last fortnight is of expanded trading. Many of the reliable firms state that total sales for January were far in excess of the same month of last year. The heavy weather in the southern lumber camps and the frozen harbors in the eastern states have retarded shipments to a more or less degree, in consequence of which there are many vacant spots in stock piles. The strong market and stiff prices augur well for an advancing robust trading. It is generally conceded that the trend of values is upward. Although the large cities throughout the East are not buying to any great extent, the surrounding towns, running from Maryland to northern and eastern New York and New England, show a marked quickening, with more liberal inquiries resulting in good orders right along. There are fewer idle cars and railroads are inclined to further extension. Ship building continues active, and an ardent and swelling business activity is noticed on all sides.

PITTSBURGH

Hardwood men are enthusiastic over the outlook for 1912. At present business is not very brisk, owing to the extreme cold weather and the general backward movement so far as outside construction work is concerned. Inquiries, however, from yards and railroads indicate that there will be more building and construction work done this spring than for several years past. It is evident that hardwood manufacturers and consumers are buying in larger quantities than last year. Hardwood mills have very little or no dry stocks of lumber to ship. Floods and deep snows have played havoc with operations this winter, and stocks on hand have been rapidly exhausted. It is evident that prices are going to be higher on good hardwoods. Plain oak is in excellent demand and there is a call for the better grades that is hard to satisfy. The furniture and implement trade is manifesting itself in a more encouraging way than for some time.

The Hardwood Market

CHICAGO

The upward tendency of the market locally, which has been evident since the opening of the year, seems to continue almost universally throughout the Chicago trade. Many salesmen from out of town, particularly representatives of northern mills, have been covering the local trade thoroughly within the last few weeks, and almost without exception are reporting a nice volume of business and no difficulty in maintaining a fair average in prices. Local hardwood concerns voice the same sentiments, and in fact some houses show surprisingly good-sized orders for various kinds of hardwood lumber.

The railroads are continuing their buying policy, which is felt not only in the lumber business, but in other lines, such for instance as the General Electric Company, which claims that its Chicago office is getting a very satisfactory business from the railroads. This continued activity on their part is being reflected already to other lumber consuming industries, with the result that there is every logical reason to believe that the coming year will show a better volume of business as compared with the past two years, and prices at which lumbermen can operate at a reasonable profit to themselves.

Weather conditions still are having their effect in tying up operations both at producing and consuming ends, so that the matter of delivery continues to be a rather vexatious problem. But with the opening up of milder weather, there will be enough business on the lumbermen's books to keep them hustling for some time to come.

NEW YORK

The hardwood market at New York shows a renewed inquiry and an increasing number of orders, due largely to low stocks in the hands of buyers, together with a growing appreciation of the fact that the spring market is apt to be very much stronger. Prices are holding very firm, especially on good lumber. Maple, birch and plain oak are a fraction stronger than they were a fortnight ago, especially on 1¼" and thicker stock. The hardwood flooring market is also quite active, and considerable business is being booked.

BUFFALO

There is a fair amount of activity in hardwoods, although the weather has interfered considerably with the movement of lumber. Shipments have been delayed and some orders have been deferred until the weather moderates. The lower grades are beginning to take on a greater degree of firmness in most hardwoods.

BOSTON

There has been very little activity in the local hardwood lumber market since the first of January. Buyers as a whole have not been willing to place orders in excess of actual wants. Many have not had the confidence in prices needed to bring about buying in anticipation of wants. Reports from manufacturers indicate that their stocks are not large and they are firmer holders than formerly. In a few instances prices are held with a little more firmness. Manufacturing consumers are beginning to do more business.

The market for quartered oak, one inch, ones and twos, is fairly steady. Plain oak is steady, but the demand has not been large. Demand for maple has been active and values are well held. The call for birch and beech has not been large during the past month. Cypress is fairly steady, but the actual demand has been confined to small lots.

BALTIMORE

Severe wintry weather continues to prevail all over the East and various avenues of distribution for hardwood stocks are partially or entirely closed. The same climatic conditions tend to curtail the production, many mills having hardly

turned a wheel since before the holidays. But for the fact that the making of shipments is likewise attended with difficulties, it is altogether probable that a scarcity of stocks would have developed here and there, for while the sawmills have been hampered by ice and snow and the shipments have narrowed for the same reason, many of the consuming plants have operated full time. The revival in the foreign business has also been pronounced, particularly with respect to the oak plank situation which has improved very much. At present there is little cause for complaint about arbitrary rejections on account of alleged defects. Previous returns having been so unsatisfactory that many of the shippers went out of the market, it became necessary to offer inducements. This necessity was intensified by the advance in the ocean freight rates, which absorbs a considerable part of the rise in price. Reduced sailings to foreign ports, moreover, have held down the shipments, consignments at times being held at ports for weeks before they can be put aboard a vessel. These causes, combined with an improved industrial situation in Great Britain, have stimulated the demand for stocks and there is every indication that the year will show large gains in movement. The stocks held here are heavy enough to meet present requirements. Nevertheless, hardwood men have been on the lookout for supplies and have kept on the move, visiting the lumbering sections. The millmen, who had eased off somewhat in their demands when the buyers seemed no longer so eager to take up stocks, again manifest a disposition to mark up their figures and the prospect is decidedly encouraging.

CLEVELAND

The continued cold weather has had a tendency to prevent much buying as there has been very little building. Stocks which were bought for January and February business are coming in and very little moving out. Local hardwood dealers report a steady trade, and as soon as the weather moderates look for good business.

The lower grades of poplar, oak, basswood and chestnut are in demand at somewhat stiffened prices, due to the fact that stocks are badly broken and little manufacturing has been done since the first of the year. A number of items of chestnut seem to be very scarce and mills which have it are evidently holding on to it, anticipating a marked strengthening in price.

COLUMBUS

Strength has been the chief characteristic of the hardwood trade during the past fortnight. Prices have ruled firm and in the lower grades of chestnut and poplar advances have been made. The volume of business is better and the consensus of opinion is that more liberal buying will be done in the near future. Indications for active building operations in the spring are exceptionally good. Inventories showed that stocks in the hands of retailers are small and the same is true of stocks in the hands of factories. The demand for materials for furniture, vehicle and implement factories is much better, and automobile factories are buying the wider sizes of poplar. The movement of the lower grades has been good and the better grades are also in fair demand. Collections have been excellent. Quartered and plain oak is strong, as is also poplar. [illegible] of the market. Other hardwoods are unchanged.

CINCINNATI

[illegible]

factory outlook. Buying by consuming manufacturers continues to be conservative, though orders are more frequent. Collections are generally fair.

There is an active demand for the top grades of oak but the bulk of trade is in common or common and better, which is meeting with the approval of furniture and manufacturing industries. Highly figured quarter-sawed oak is in light request. Quarter-sawed oak, in red and white mixed is selling fairly well, but stock offered for the most part is narrow. Good, bone dry stock is not plentiful.

Chestnut is meeting with an improved demand for manufacturers' grades, with a good movement of heavy and rough stock. Sound wormy chestnut of good widths and practically clear of defects other than worm holes is active at fair prices.

Poplar is in good demand for manufacturers' grades, with some inquiry for wide stock from the auto trade. However, prices remain low. Low grades are active. Red gum is in demand for ones and twos. This also applies to low grades and saps of good dry stock. Heavy white ash is receiving better attention from the carriage and wagon trade. Hickory is steady. Birch is in good demand for both red and white, with stocks somewhat light. Mahogany lumber of all kinds is in active call. Basswood is receiving fair attention. Cottonwood is showing improvement in the demand for the top grades, with a fair request for low grades. Buckeye, maple, beech and other hardwoods are in fair movement. The buying for export continues to be steady, with inquiries for oak boards, heavy white ash and red gum. Hickory boards are in fair request. American walnut is receiving much attention.

TOLEDO

The local hardwood market shows a growing activity. Prices are very firm and there are no indications of weakness. Furniture plants are proving good customers and the manufacturing department is generally more active. Inquiries are more numerous and the general tone is improving. There is a good foreign demand for oak and hickory and a fair export trade is being carried on. Oak is rather scarce and the demand persistent, which has resulted in a very firm market. Factory stocks are not large. Ash, maple, chestnut and red gum are moving nicely. Low grades suitable for boxing and crating are in big demand and prices have advanced. The severe weather has had an effect on the building business and hardwood finish and flooring have been moving slowly, but at good prices. There is a large amount of figuring being done for the early spring and an active hardwood demand for all kinds of building material is assured.

INDIANAPOLIS

The hardwood trade is showing some signs of improvement. Business, however, is still more or less inactive, owing to the fact that building operations are tied up and manufacturing concerns using hardwoods are not especially active. Hardwood prices are holding their own, and there has been no change in local quotations in the last two weeks. Shipments are moving in a satisfactory manner, there being no difficulty, apparently, in getting enough cars to move such hardwoods as are in demand at this time.

EVANSVILLE

A slight improvement in the local market is noticeable. The general opinion is that business will be better from now on. Inquiries are more numerous. Shipments for January fell below those of last year on account of inclement weather and production was not up to January of last year for the same reason. Logs are very scarce at this time, very few being hauled on account of bad roads and cold weather.

Plain oak seems to lead in point of demand. However, an improvement is apparent in quartered oak. Prices have not strengthened to any extent. Ash is in good demand. One-inch No. 2 common B poplar is in fair demand. Elm and hickory are holding their own fairly well.

NASHVILLE

Conditions of the local lumber trade seem to be satisfactory to manufacturers and others connected therewith. Indications for much spring activity continue favorable. Operations have been resumed by many mills which had to shut down because of weather conditions and taken as a whole the net volume of business during January was about normal. Many inquiries are coming in, and numerous good orders are being accepted.

The hardwood flooring people report a fair business. The recent demands from the furniture manufacturers have been light, but they are looking for a good spring trade. The cross tie business is fair locally. Recent liberal receipts of logs have given local mills plenty of good material to work on. A number of large railroad sales have recently been recorded. The export business shows improvement.

There has been a ready sale for all the grades of chestnut, and ash is moving well. There is also much activity in poplar, the lower grades being in especially good call at this time. Quartered white oak shows a better tendency. There is a good demand for ones and twos and Nos. 1 and 2 plain oak, both red and white. Dry cherry, which is very scarce, is at a premium. There are good stocks in the local yards, and therefore Nashville firms are in a position to fill orders.

KNOXVILLE

During the past two weeks lumbermen have been receiving more orders for dry stock than for some time past. However there seems to be a scarcity of dry stocks, as a number of small mills in this vicinity are having considerable difficulty in getting stocks to the railway owing to the severe weather for the past two months. There is a general upward tendency in the price of lumber, and lumbermen continue to be optimistic. Building permits are already far ahead of the same period for 1911, and the demand for good hardwoods from not only the furniture trade but also all manufacturing concerns is improving. No. 1 and No. 2 common plain oak in all thicknesses is in the lead, while quartered white oak continues in the same position it has held for several months.

LOUISVILLE

Business in the Kentucky lumber trade is quiet but hopeful. The feeling in the Louisville market is much more optimistic at present than it was last month, owing to better feeling existing among consumers. The close of the season's furniture exhibits in Grand Rapids and Chicago was accompanied by very favorable reports as to the prospect for that industry, with the result that furniture manufacturers are putting forth more inquiries than heretofore and the disposition of the general run of consumers is considerably better. Thick plain oak is the leader in present sales. Quartered oak is showing some improvement and poplar continues a [illegible] feature.

BRISTOL

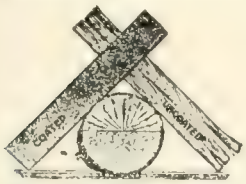
While trade is reported somewhat better, business in this section has been hampered consequently on the unusually rough weather. Dur

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ing January the mills were able to run only about two-thirds of the time. Shipments have been light on account of the extremely difficult shipping conditions. However, a fair volume of business has been done. Prices are reported little improved. Some new orders are being received and the exporters are especially sanguine as to the outlook for trade during the spring.

ST. LOUIS

There has been quite a satisfactory improvement shown in hardwood in this center during the past fortnight. While most of the hardwood items are improving, the most noticeable have been plain oak, quartered red oak, wide poplar and first and second and No. 1 grades in red gum and ash. It is the opinion of the best informed that owing to the prevailing conditions, prices of plain oak, quartered red and several other items will soon advance. There has been more activity shown in the cypress market during the past week than for some time. The demand is constantly growing better, particularly for yard and factory stocks, and orders which are coming in are mostly for immediate delivery. The sash and door market has not shown any marked betterment recently. However, planing mills are not idle, and have enough orders ahead to keep them busy for some time to come.

MILWAUKEE

Now that the backbone of the cold weather seems to be broken, genuine improvement in the hardwood trade is taking place. Wholesalers report that the demand from retailers is showing more life, and that shipments will start in earnest just as soon as the traffic congestion, resulting from the cold weather has been relieved. Sash and door concerns are still buying carefully, but manufacturers in other lines are purchasing more freely. Furniture and implement manufacturers are placing some good orders in view of the business which is being received in both lines of industries. The bright building prospects will undoubtedly result in better orders from the interior finishing and flooring plants within the near future.

Stocks of dry lumber in both first and second hands seem to be light. There is little basswood on hand at the mills, although prices have not increased, with the exception of No. 2 and No. 3. Birch is exceedingly scarce here as a result of a better demand from the furniture plants and scattering orders from the sash and door concerns. The price of No. 3 common is higher. The demand for maple is brisk, while plain and quartered white oak is also selling well.

MINNEAPOLIS

The general feeling among jobbers and wholesalers is optimistic. All are looking for a healthy spring trade, though no one anticipates a boom.

Factories are all running, but there is much complaint among interior finish concerns as to the amount of business now being booked. Only fair stocks of hardwood are on hand, though prices on high grade birch and oak, both plain and quartered, are very stiff, and advanced prices seem to be the rule. Low-grade basswood, birch and pine are in great demand with offerings light. The demand for oak car material and ties is very light, with not much promise of an increase during the year. Building operations are somewhat at a standstill, owing to the severe weather experienced for the past thirty days.

DETROIT

Conditions in the local hardwood market are rather quiet but only seasonably dull. Mill people are talking higher prices, but so far this hope has not materialized. Dealers, manufacturers, jobbers, etc., are optimistic regarding the future. In addition to a fair demand for maple and oak there has been a very good demand for walnut, ash and elm. Prices have remained about stationary. The flooring and veneering trade is in very satisfactory condition. Better inquiries and a better volume of orders are reported within the past ten days.

LONDON

The new year has opened fairly well at this port so far as American hardwoods are concerned, and although the increase in freight rates has a tendency to restrict the placing of large lines for forward shipment, a pretty good volume of business is being done at firm prices. The demand for all grades of yellow poplar keeps steady, but wide panel stock is considerably easier in price. Inch No. 1 common plain oak continues to be the leading line with furniture manufacturers, and unsold parcels of dry mild wood are much sought for on arrival. There is not the demand for F. A. S. plain oak that there has been, although several parcels have come forward lately, presumably on contract. The call for quartered oak boards is fitful, and the quartered oak strip trade has materially decreased, owing to the moulding manufacturers now using more plain oak than formerly. Black walnut, except in No. 1 common grade, is dull, and the same also applies to ash. No. 1 common red gum is in good request. In fact, the demand is greater than the supply, and as a consequence sap gum is being used more freely. There is not much call for sill oak planks at the moment. Several consignment parcels had to be stored ex. recent arrivals. Chair and piano manufacturers are working full time, but the building trade is quiet. Consignments to this port of the following would do well: 1" dry mild No. 1 common oak, and 1" No. 1 common red gum. Both will meet with ready sale.

GLASGOW

Quite a satisfactory business has been done in the various woods which the steamers Glendevon and Indranis brought forward, although too much No. 2 common, ½" canary whitewood was imported, and a few cars of this grade will be stored. Prime quality, firsts and seconds canary boards, 18" and up x 1 were sold with great difficulty, as buyers were not prepared to pay the high prices asked by importers. Oak boards were well sold, and for good prices, 5/4" especially selling exceedingly well. A large consignment of railway and wagon oak scantlings were discharged by the above steamers and the quality and condition of these were very fair. This also applies to cabinet oak planks which were imported in these vessels. A fair amount of selling has been going on from the public yards, consisting of oak planks and boards, pitch pine logs and boards, mahogany lumber, a small quantity of the lower grades of canary whitewood, etc. Prospects in this market are very good, and it is expected that a large business will be done from the various yards, especially as no new arrivals of note will make their appearance before the end of February.

Prices, generally speaking, have a higher tendency, owing to the freight situation and the increased wages demanded at the docks. An amicable arrangement has been made between the dock laborers and the ship owners whereby a strike will be averted, and it is hoped by all parties that although the rules and regulations may not be final, peace will be assured for some time to come.

The building trade is very quiet. Wagon builders are busy. The shipbuilding industry is in a most flourishing condition, plenty of new tonnage having been booked since the beginning of the year. The cabinet trade is fair.

W. A. McLEAN,
President and General Manager

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Vice-President and Treasurer

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is open for engagement, to conduct merchandising establishment in connection with lumber manufacturing concern. Highest testimonials from present employers. Address
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as manager or sales manager of first class lumber concerns. I believe I can convince any house of this sort that I am competent from the log ging end through to the sales end. Good reasons for changing location. Address
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for mills manufacturing hardwood lumber, flooring and veneers in thriving Indiana town; a fine position for an experienced, reliable young hustler. Address, giving references and full particulars. "BOX 17," care HARDWOOD RECORD.

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Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

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1 car 6/4 and 8/4 1sts & 2nds Chestnut.
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250,000 feet 1 and 2" Oak.
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Taken as it stands, $11 f. o. b. cars East Texas mill. Address
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Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

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White oak logs and quarter-sawed white oak flitches. EVANSVILLE VENEER CO.,
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500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
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Veneer logs and quarter-sawed white oak flitches. Will buy logs from any point within a radius of 20c freight rate.
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I AM IN THE MARKET FOR

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FOR SALE.

Dimension stock cut from old dry Oak from 1" to 3" thick, and 1" Chestnut.
JONES & WOOLFOLK CO., Lexington, Tenn.

DIMENSION STOCK WANTED

WE ARE IN THE MARKET

for the following white ash
100,000 ft. 2½" (dry size) plank
50,000 ft. 2x2x32" (dry size).
25,000 ft. 2¼x2¼x32" (dry size).
50,000 ft. 2½x2½x36" (dry size).
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FOR SALE

Stumpage or in fee simple. Sixty million feet oak; twenty million feet ash and hickory; thirty million feet gum. Genuine virgin timber on 23,000 acres bottom land near Arkansas City. Much of the oak is very large spotted oak suitable for quarter-sawing; splash equal to that of best white oak. All can be logged and barged to Arkansas City at very low cost. Railroad crosses tract. This is the cheapest timber in Arkansas. No agents. SOUTHERN TRUST COMPANY,
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5,000,000 ft. southern hard pine; 1,100 acres in East Texas, very accessible. Railroad now running through tract. Located within two miles of good railroad town. Will easily cut 5,000,000 ft. of clean timber.

Cleared land is adapted to staple truck crops, and will bring the price asked $22,000. For details write C. L. GREENWELL,
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100,000 ft. virgin timber. Cottonwood, cypress, gum, ash, elm, oak. Tract consists of 12,000 acres, located in Louisiana, two miles from railroad, six miles from Mississippi River, near navigable stream for barge shipments. Favorable logging and milling conditions. Will sell timber or land and timber. Very reasonable terms. ILLINOIS BOX COMPANY, Alton, Ill.

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I own in fee simple two small and carefully selected tracts of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE.

100,000 acres virgin White Oak and Hickory, N. W. Ark., $6.50 to $10 acre. 500,000 acres, other states, all varieties.
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LUMBER WANTED

WANTED

For shipment during the next thirty to sixty days, 200,000 feet 2, 2¼, 2½ and 3" 1sts and 2nds and No. 1 com. Hickory, green or dry. Will pay cash, less 2% and inspect at the mill.
C. C. SHAFER, South Bend, Ind.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO.,
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Hardwood Record, Ellsworth Bldg., Chicago

FOR SALE

Lumber yard and about $4,000 or $5,000 worth of logs on hand, along with good orders to cut and a good retail district for all No. 2 and cull lumber that can be made. No other mill within eleven miles, giving wide scope in which to retail. Mill can be leased for any reasonable number of years. Desire to retire from business. Plenty of good merchantable timber to be had within reasonable distance of mill. Address

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Men having experience in the building trades, and acquaintance with the architects of their home cities, to handle a new line of material especially devised "to make 'fireproof' buildings fireproof," and for which a need is present in the planning of every first-class structure. A fine opportunity for capable men to build up business for themselves. Not much capital required, but high character and real selling ability are prime requisites. Openings are offered in many of the best cities of the United States and Canada. If interested address

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Complete band sawmill; two room Standard dry kiln 20x104; 1 55-ton rod locomotive; 1 Rapid loader; 10 oxen; 2 four-wheel wagons; 4 eight wheel wagons. Situated at Ruston, La., on two lines of railroad in good hardwood district.

UNITED LBR. CO., Ruston, La.

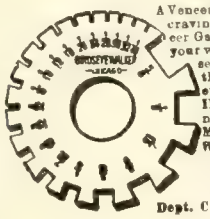
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Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

¶ HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
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A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.

Dept. C **WALKER BIRD'S EYE**

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.



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Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
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Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688

CHAS. DARLING & CO.
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E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
1508 MASONIC TEMPLE - CENT. 3825

VENEERED PANELS

¶ Specialization is the very keynote of success in economical production.
¶ The point is—making two, three and five-ply veneer panels is a special business with us, and we can produce the panels you use and sell them to you cheaper than you can make them yourself.
¶ Your entire effort is for profit, and surely if you can increase it and maintain the quality of your product, perhaps improve it, there would be no hesitation on your part.
¶ Not another plant anywhere is so well fitted, so thoroughly able to do your panel making as we are, and it lays entirely with you to follow the lines of least resistance and conform your production as is most profitable.
¶ We can supply panels in two, three and five-ply Quarter Sawed Oak, Quarter Sliced Oak, Figured Mahogany, Plain Mahogany, Red Birch, Plain Oak, Yellow Pine, Gum, Basswood, Ash, Maple, Elm.
¶ There is nothing in the whole range of panel making that we are not prepared to produce on a footing that will insure economy for you.
¶ Prove this for yourself. All we want is a specific inquiry—and we will submit sample and quote prices.
¶ Further, you can always depend upon having your order quickly filled—in other words—prompt shipment.

THE GORHAM BROS. COMPANY, Mt. Pleasant, Mich.

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

Will not come to pieces after they are in the furniture

Do you see the point?

Doesn't It Look Good To You?



2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables; George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3-30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filled.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

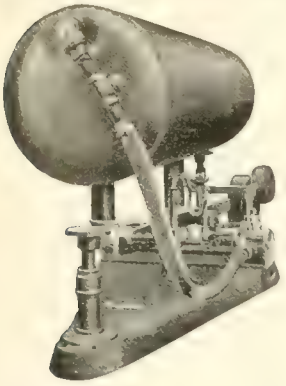
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



The
Morehead Condenser Trap makes its own Vacuum

and PULLS the accumulated water and air out of your steam lines, insuring rapid circulation. Enables you to cut down your boiler pressure on direct heating systems.

Particularly adapted for use in connection with reduced pressure and Exhaust Steam Heating Systems, Dry Kilns, Dryers, Fan Stacks, Etc.

Write for Particulars and Trial Trap

Morehead Mfg. Co.

Dept. "8" Detroit, Mich.

STOCKS CARRIED IN
New York Philadelphia Chicago San Francisco Los Angeles
Wichita, Kan. Memphis, Tenn. New Orleans, La.
Birmingham, Ala. Chatham, Ala.

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

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BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

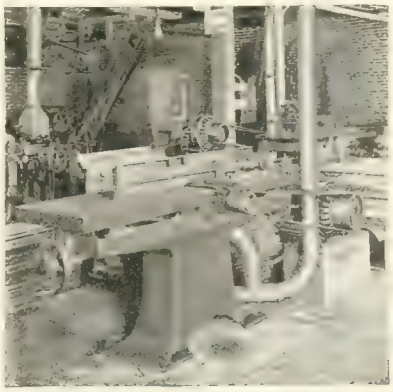
New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM

Westinghouse Motors

will increase the output of your plant without increasing your running expense.

Put one of these motors on each one of your wood-working machines, making each independent of all others, arrange all the machines for minimum handling of material, operate each machine at just the proper speed, and then watch the profits increase.



Jointer Driven by Westinghouse Motor

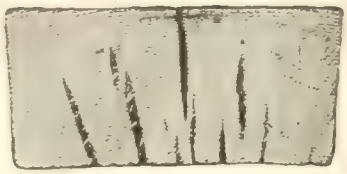
The motors will stay on the job continuously, day and night if necessary, and your power bills will be surprisingly low. No extra power charges for overtime work. The power used is always in exact proportion to the work done; you don't have to drive a few hundred feet of shafting to run one machine.

Our men are thoroughly familiar with the application of Westinghouse motors to wood-working machines. Their advice is free; ask for it.



Rip Saws Driven by Westinghouse Motors

Westinghouse Electric & Manufacturing Co.
East Pittsburgh, Pa.
Sales Offices in Forty-five American Cities



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

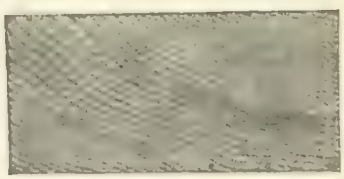
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

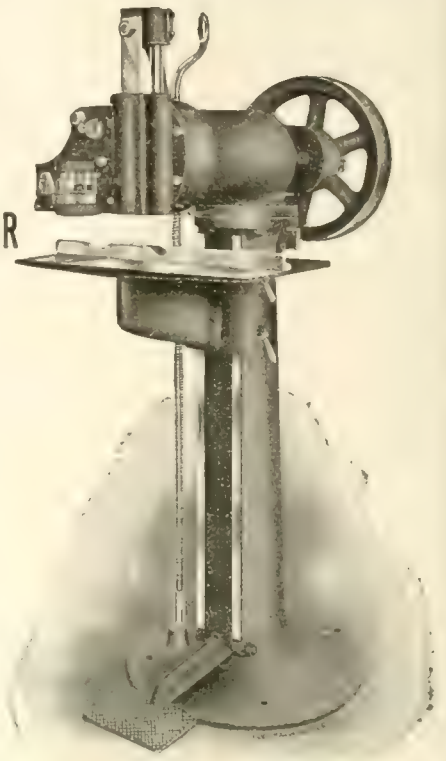
Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

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STANDARD EQUIPMENT CO., MOBILE, ALA
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THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

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Woodworking Machinery

H.B. SMITH MACHINE COMPANY SMITHVILLE, N.J.



A Model Hand Planer or Jointer

Shannen Refrigerator Works

Cold Storage Houses a Specialty

BUILDERS OF HIGH GRADE

Market, Hotel and Restaurant Refrigerators

UNDER THE SHANNEN PATENTS

Coolers, Butcher Blocks, Racks, Tools and General Supplies

SHOW CASES, BANK, OFFICE AND STORE FIXTURES

PHONE ATLANTA 647 PHONE BELL M 3260

601 EAST FAIR ST

Atlanta, Ga., October 28th'11

Messrs. H.B. Smith Company

Smithville,

N.J.

Gentlemen:-

Enclosed please find our check to cover balance of account to date.

The 12" Hand Planing machine has been installed and we are pleased to advise that same is giving the very best service possible; and we are well pleased with this machine, as we are with all machines purchased from your Company.

Thanking you for past favors, we beg to remain,

Yours very truly

Dwight P. Warren

Manager

VPW/AL

The Jointer above referred to is the most substantial in design and embodies all improvements of any value, including a New Round Combination Head.

For further particulars concerning above and other Wood-Working Machines, address

H. B. Smith Machine Co.

Smithville, N. J., U. S. A.

Offices

New York Chicago Atlanta Memphis

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THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

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Cable Address:—"Baldwin, Philadelphia."



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. **Write Today for Catalog and Prices**

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO



IMPROVED WHITE SAW SWAGES

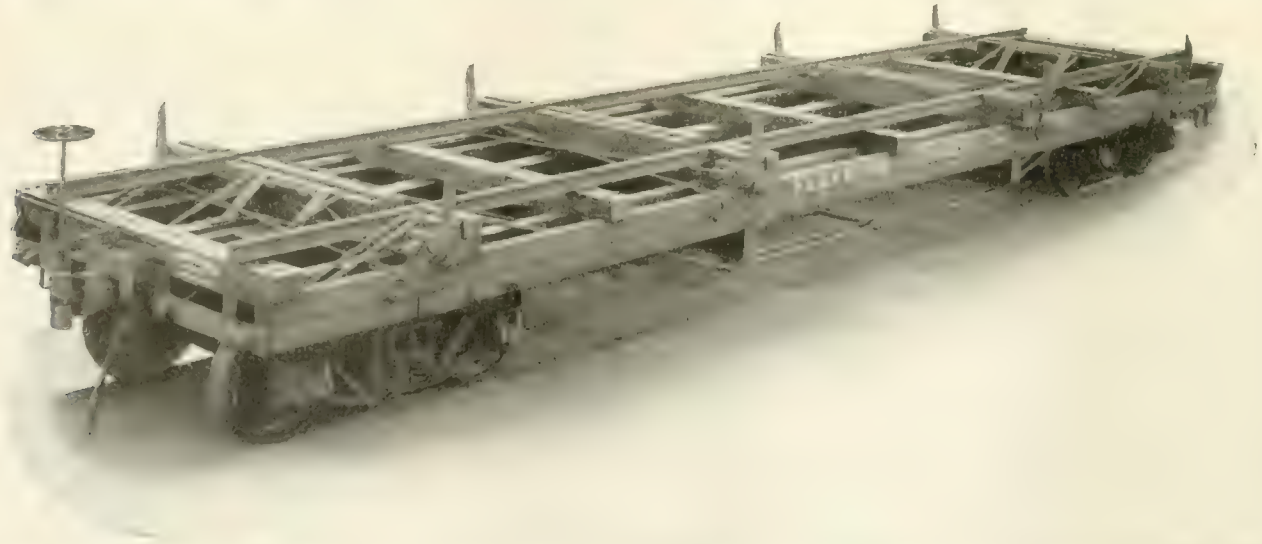
Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

RUSSEL LOGGING CARS



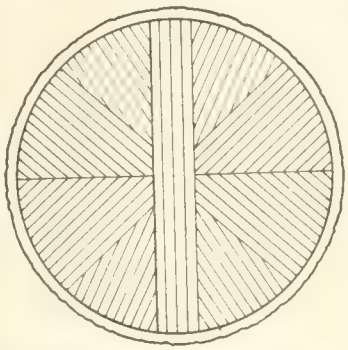
70-TON CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DOG STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

YEARS OF HARD SERVICE HAVE DEMONSTRATED RUSSEL CARS TO BE SUPERIOR IN QUALITY AND CONSTRUCTION. BUILT FOR ANY CAPACITY DESIRED

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**

INDIANA

WHERE THE BEST HARDWOODS GROW



We show herewith the end of an OBO Oak log, and the method we use in sawing our celebrated OBO Brand of Quartered Oak. You can see by the cut that every board will show a good figure. Considerably more timber is wasted in the manufacture of highly figured stock such as ours than by the method in ordinary use.

We can afford this extra loss of timber, as our stock moves readily without the aid of traveling salesmen, at large expense, and we prefer to give our customer this advantage in quality. If you can buy our well figured Quartered Oak at the same price and even less than you are paying for just an ordinary run of stock, why not try some of it, and lend additional prestige to your goods. *Our beautiful monthly art calendar will be sent on request.*

J. V. STIMSON & CO. **OWENSBORO, KY.**

Grades that Make Good

Cypress
Cottonwood
Oak, Ash
Gum & Elm

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

When Veneers Meet Veneers

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.
Tenth Street, Indianapolis, Ind.

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.
FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

BIRCH

56,300′ 4/4 No. 1 & 2 Com.
24,800′ 4/4 No. 3 Com.
12,900′ 5/4 No. 1 & 2 Com.
11,500′ 5/4 No. 1 Com.
99,900′ 5/4 No. 1 Com. & Better
28,300′ 12/4 No. 1 Com. & Better

SOFT ELM

14,100′ 5/4 No. 1 Com.
21,800′ 5/4 No. 2 Com.
16,100′ 6/4 No. 1 & 2 Com.
16,000′ 6/4 No. 3 Com.
15,100′ 8/4 No. 1 & 2 Com.

MAPLE

43,900′ 4/4 No. 2 Com.
278,000′ 4/4 No. 3 Com.
23,000′ 5/4 Firsts & Seconds
92,400′ 5/4 No. 1 & 2 Com.
16,600′ 5/4 No. 1 Com.
10,600′ 6/4 No. 1 Com.
6,200′ 6/4 No. 2 Com.
47,400′ 6/4 No. 1 Com. & Better
15,000′ 8/4 No. 1 Com. & Better
89,800′ 8/4 No. 3 Com.

BASSWOOD

11,900′ 4/4 No. 1 Com.
71,100′ 4/4 No. 1 & 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4	Plain Red Oak 1 Com.	24000	16/4	White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4	Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4	Cottonwood 1 Com.
72000	4/4	Pl. White Oak 1s & 2s.	20000	8/4	Cottonwood Log Run.
143000	4/4	Pl. White Oak 1 Com.	112000	4/4	Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	26000	5/4	Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	48000	6/4	Cypress Shop & Better.
47000	4/4	Qtd. White Oak 1 Com.	31000	8/4	Cypress Shop & Better.
12000	8/4	White Ash 1s & 2s.	26000	4/4	Gum 1s & 2s Red.
13000	10/4	White Ash 1s & 2s.	27000	4/4	Gum 1s & 2s Sap.
			25000	4/4	Gum Boxboards 13"-17".
			38000	5/4	Gum Log Run.
			20000	6/4	Gum Log Run.

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000′ 4/4 1st & 2nds Black Ash.
70,000′ 4/4 No. 1 Com. & Bet. Basswood.
11,000′ 8/4 No. 2 Com. Basswood.
10,000′ 4/4 1st & 2nds selected Red Birch.
10,000′ 5/4 No. 2 Com. & Bet. Birch.
40,000′ 6/4 No. 2 Com. & Bet. Birch.
25,000′ 8/4 1st & 2nds Birch.
10,000′ 12/4 No. 1 Com. & Bet. Birch.
15,000′ 8/4 No. 2 Com. & Bet. Beech.
17,000′ 4 4x11" & up 1st & 2nds Hard Maple.
17,000′ 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000′ 8/4 No. 1 Com. & Bet. Hard Maple.
3,000′ 10/4 No. 1 Com. & Bet. Hard Maple.
8,000′ 12/4 No. 1 Com. & Bet. Hard Maple.
8,000′ 16/4 No. 1 Com. & Bet. Hard Maple.

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"..85,000
4/4 Panel & Wide, No. 1, 18" & up.....15,000
Clear Saps.....25,000
Selects.....19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY

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"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company

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BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

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MAPLE FLOORING

SAGINAW, MICH.

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

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Storage Yard in Connection.
Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH,	NO. 2 & BETTER, 4/4–12/4
ASH,	NO. 2 & BETTER, 4/4–12/4
ELM,	NO. 2 & BETTER, 4/4–12/4
BASSWOOD,	NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

J. W. WELLS LUMBER COMPANY, MENOMINEE, MICHIGAN

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

20 West Jackson Blvd. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

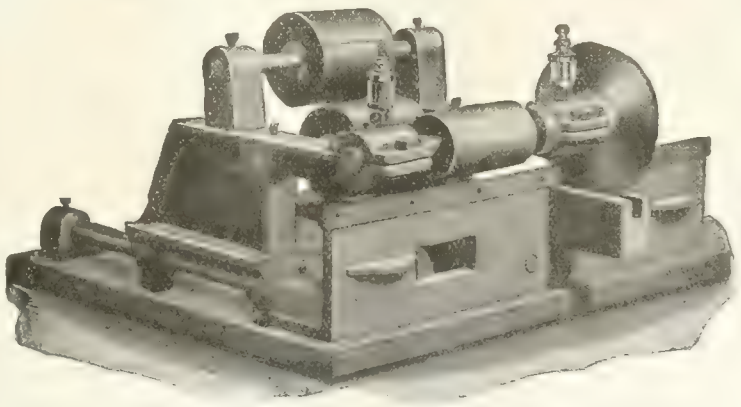
12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.



BUTTING SAW

for

Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Ahnapee Veneer & Seating Co.

WE ARE now in position to supply single ply veneers of native woods, from our Birchwood mill.

Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER Write Us

KIEL FACTORY AND OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

CHANGE OF NAME AND LOCATION

The Wisconsin Lumber & Veneer Co., having outgrown its Port Washington plant and in order to be "up to the minute" in the building up of Veneers, have erected a new veneer plant at New London, Wisconsin. Our favorable location, new plant and equipment will enable us to serve you with unusual promptness. We have installed a new $8,000 Linderman Jointer for making our lumber cores. We shall specialize as before in

Auto Dashes **Panels** **Tops** **Bent Work of All Kinds**

We wish to express to you our appreciation of favors extended us in the past and hope to merit a continuance of your esteemed patronage. Wishing you the compliments of the season, we remain, Very truly yours,

THE WISCONSIN SEATING COMPANY, New London, Wis.

Successor to THE WISCONSIN LUMBER & VENEER COMPANY

HOWARD HANSON, President THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. NEW YORK OFFICE, 200 Fifth Ave.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT CHERRY **VENEERS** ASH MAPLE

AND HARDWOOD LUMBER

Let us send you Stock List FORT WAYNE, IND.

Penrod Walnut & Veneer Co.

Walnut and Oak
VENEERS

Kansas City, Mo.

New Veneer Building at Helena, Arkansas

Ready March First

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops—Chair Backs
—Drawer Fronts—
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best
Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City
Sheboygan, Wis. Newport, Vermont
177 Pacific Ave., Jersey City, N. J.

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

FOR QUICK SHIPMENT
4/4" to 8/4" Sound Wormy Chestnut. Can Resaw and Surface. 3/8" and 13/16" Select and Clear Oak Flooring. PERFECTLY MANUFACTURED. 5" and 6" Poplar Bevel Siding, Clear and Select grade. 4/4" wide Poplar. 4/4" to 8/4" No. 1 Common and Select. Also No. 2 Common.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

C. M. JENNINGS, Pres. and Treas. A. C. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.
BERTHOLD & JENNINGS LUMBER CO.
Manufacturers and Dealers in
OAK, GUM, CYPRESS, Etc.
We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.
Lumbermen's Building ST. LOUIS, MO.

WALNUT LOGS
G. V. Hamilton, Fort Scott, Ks.

Otis Manufacturing Co.
Importers and Manufacturers exclusively of
Mahogany
NEW ORLEANS, LA.
We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.
Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

Garetson-Greason Lumber Co.
1002-1005 Times Bldg., ST. LOUIS
Manufacturers of and Dealers in
ASH, OAK, GUM AND CYPRESS LUMBER
YARD TRADE A SPECIALTY

Salt Lick Lumber Co.
SALT LICK . . . . KENTUCKY
MANUFACTURERS OF
Eureka OAK AND BEECH **Oak Flooring**
WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly KILN DRIED and FLAT
HUMBOLDT, - TENNESSEE

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

THE ALTHAUSER-WEBSTER-WEAVER LUMBER COMPANY

INCORPORATED

MANUFACTURERS OF

HARDWOOD LUMBER

MILLS IN

DICKSON COUNTY, TENN., AND WAYNE COUNTY, KY.

OFFICE AND YARD, SOUTH FIRST STREET AND RIVER

NASHVILLE, TENNESSEE

We manufacture our own lumber and are prepared to furnish stock in dimensions to suit your requirements. We solicit your inquiries.

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER

OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak
10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

1909 Baltimore, KANSAS CITY, MO.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

H. H. HITT LUMBER CO.

FALKVILLE, ALABAMA

TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red	
4/4, 1s & 2s	65,000
4/4, No. 1 Common	135,000
4/4, No. 2 Common	50,000
PLAIN OAK—White	
4/4, No. 1 Common	115,000
4/4, No. 2 Common	40,000
5/4, No. 1 Common	90,000
5/4, No. 2 Common	55,000
QUARTERED OAK—White	
4/4, 1s & 2s	52,000
4/4, No. 1 Com.	76,000
QUARTERED OAK—Red	
4/4, 1s & 2s	4,200
4/4, No. 1 Com.	5,300
WHITE ASH	
4/4, 1s & 2s	1,100
4/4, No. 1 Common	5,900
4/4, No. 2 Common	1,400
8/4, 1s & 2s	6,300
8/4, No. 1 Common	8,000
8/4, No. 2 Common	3,000
POPLAR	
4/4, 1s & 2s	13,110
4/4, No. 1 Common	115,000
4/4, No. 2 Common A	69,000
4/4, No. 2 Common B	58,000
4/4, 9-12 Box Boards	8,000
4/4, 13-17 Box Boards	18,500
4/4, Panel, 1s up	17,750
Gum—Red, Log Run, 4/4	24,100
Gum—Sap, Log Run, 4/4	92,000
Gum—Sap, Log Run, 6/4	29,000

A FEW ITEMS OF DRY STOCK

WE WANT TO SELL

6 cars 1" 1st & 2nds Ash.
7 cars 1" No. 1 Common Ash.
2 cars 2" 1st & 2nds Ash.
1 car 2" No. 1 Common Ash.
1 car 2" 1st & 2nds Cypress.
2 cars 2" select Cypress.
3 cars 2" shop Cypress.
1 car 2" No. 1 Com. Cypress.
10 cars 1" 1st & 2nds Plain Red Oak.
10 cars 1" No. 1 Common Plain Red Oak.
5 cars 1" 1sts & 2nds Plain White Oak.
8 cars 1" No. 1 Common Plain White Oak.
1 car 3" No. 1 Common & Better Plain Red Oak.
10 cars 1" 1st & 2nds Sap Gum.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

SEND US YOUR INQUIRIES

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at Morehouse, Mo.

Sales Offices Cape Girardeau, Mo.

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BI MICHIGAN

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF ALL KINDS OF

HARDWOOD LUMBER

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company
CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

24,972 feet 4/4 No. 2 Common and better Soft Elm.
32,000 feet 6/4 No. 2 Common and better Rock Elm.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods



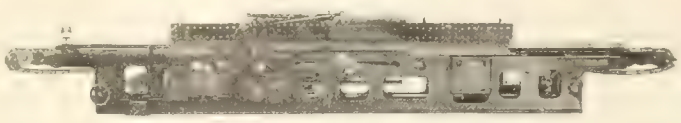
What the Tapering Wedge Dovetail Joint Is Accomplishing on Solid Furniture

Get the Results From the Users:

Meir & Pohlman Furniture Co., St. Louis, Mo.
Grand Rapids Refrigerator Co., Grand Rapids, Mich.
Singer Manufacturing Co., South Bend, Ind.
J. C. Widman & Co., Detroit, Mich.
Cutler Desk Co., Buffalo, N. Y.
E. & N. Mfg. Co., Nashville, Tenn.
Acme Kitchen Furniture Co., Chattanooga, Tenn.
Brunswick-Balke-Collender Co., Chicago, Ills., Muskegon, Mich.
Standard Sanitary Mfg. Co., Pittsburgh, Pa.
Century Sanitary Mfg. Co., Eastwood, N. Y.
National Casket Co., Asheville, N. C.
Kertscher & Co., Elmira, N. Y.
Spiegel Furniture Co., Shelbyville, Ind.
Wm. Heap & Sons Co., Grand Haven, Mich.
P. Derby & Co., Gardner, Mass.
Cramer Furniture Co., Thomasville, N. C.
S. K. Pierce & Son, Gardner, Mass.
Sheboygan Chair Co., Sheboygan, Wis.
Farrand Company, Detroit, Mich.
Rockford Cabinet Co., Rockford, Ill.
Grand Rapids School Seat Furniture Co., Grand Rapids, Mich.

Look at the construction of this new joint and see how it gets the glue in the joint by entering at a considerable distance apart—see how the tapered dovetail gradually draws the boards together until they reach about three inches from the end, then quickly welding them together, forcing the glue into the pores of the wood for an anchorage, producing a glue joint that showed more strength than the clamp joint, by tests at the Purdue University. The Tapering Wedge Dovetail Joint solves the problem of jointing lumber automatically and this is the reason why all these firms are producing the finest solid work on the

Linderman Automatic



Dovetail Glue Jointer

With the Tapering Wedge Dovetail Glue Joint made automatically on the "Linderman," it means that you are now paying, by jointing lumber by hand and automatic clamps, seventy-five percent more than it can be accomplished for; or, in other words, you can reduce your cost to one-quarter. One of the firms mentioned here, told us only a few days ago that they were saving five dollars and twenty-five cents per day in glue, doing their jointing complete on the "Linderman" with four men. They used to use eleven men doing the same work. It's a big saving, isn't it? Let us prove it—a postal will bring details.

Linderman Machine Co.

MUSKEGON, MICHIGAN

J. M. Gilmour,
90 West St., New York

WOODSTOCK, ONT.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

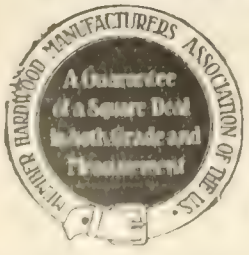
¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER



ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly. CHICAGO, FEBRUARY 25, 1912 Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

40 M ft. 5 8″ Sap Poplar.
175 M ft. 5/8″ No. 1 Com. Poplar.
60 M ft. 5 8″ No. 2 Com. Poplar.
210 M ft. 1″ No. 1 Com. Poplar.
190 M ft. 1″ No. 2 Com. Poplar.
80 M ft. 1½″ No. 2 Com. Poplar.
200 M ft. 2″ No. 2 Com. Poplar.
15 M ft. 1¼″ No. 1 & 2 Qtd. Pop.
80 M ft. 1½″ No. 1 Com. Chestnut.
38 M ft. 2″ No. 1 Com. Chestnut.
115 M ft. 1″ No. 1 & 2 Qtd. W. Oak.
140 M ft. 1″ No. 1 Com. Qtd.W.Oak.
30 M ft. 1″ Strips Com.Qtd.W.Oak.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

"CHICKASAW BRAND" OAK FLOORING

Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

84 Williams Street NEW YORK

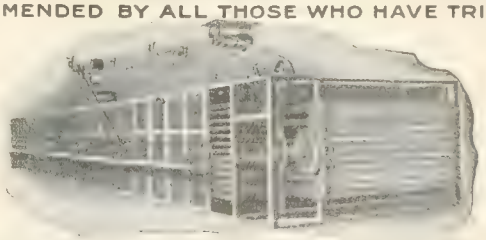
PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech and Butternut
Bone Dry for Immediate Shipment.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

Can ship in mixed cars direct from our Nashville yard, Oak, plain or quarter sawn; Red or White Poplar; Ash, Chestnut and Hardwood Flooring, giving benefit of mill prices.

IF IT'S LUMBER—WE HAVE IT—ESPECIALLY IF IT'S HARDWOOD

J. GIBSON McILVAIN & COMPANY

PHILADELPHIA, PA.

SPECIAL ITEMS ON WHICH WE ARE QUOTING ATTRACTIVE PRICES. ASK US.

110 M' 1¼" Wis. Birch, all grades.
50 M' 1¼" Wis. Rock Elm, all grades.
40 M' 1½" Wis. Soft Elm, No. 2 Com. & Better.
22 M' 1½" Wis. Soft Elm, No. 3 Com.
150 M' 1" No. 1 Com. Plain Red Oak.
75 M' 1¼" 1s & 2s Plain Red Oak.
75 M' 1¼" 1s & 2s Plain White Oak.
100 M' 1¼" No. 1 Com. Chestnut.
100 M' 1" No. 1 Com. Black Walnut.

COMPLETE STOCKS OF ALL NORTHERN AND SOUTHERN HARDWOODS. A PLEASURE TO QUOTE DELIVERED PRICES PROMPTLY

Fullerton-Powell Hardwood Lumber Co. South Bend, Ind.

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS **OHIO**

We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. February 13th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	4 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Elm & Basswood No. 4 Common	70 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. February 13th, 1912

4/4	Birch 1s & 2s Red	6 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 1s & 2s	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE Kneeland-Bigelow Co.

MANUFACTURERS OF

PINE, HEMLOCK AND HARDWOOD LUMBER

BAY CITY, - - - MICHIGAN

500,000	ft.	5/4 No. 3 Common Beech & Maple.
100,000	"	5/4 No. 1 Common and Better Basswood,
150,000	"	5/4 No. 1 Common Basswood,
80,000	"	5/4 1st and 2nds Basswood,
40,000	"	8/4 No. 1 Common & Better Basswood,
50,000	"	6/4 No. 3 Common Elm.
300,000	"	8/4 Common & Better Hemlock.
2,000,000	"	8/4 No. 3 Hemlock.



For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a **larger** force of **expert** timber cruisers than any other firm in the **world.** We have furnished **banks** and **trust** companies with reports on timber tracts upon which **millions of dollars** of timber certificates or **bonds** have been issued. We furnish **detailed** estimates which enable the buyer **to verify** our reports at **very little expense** and without loss of **valuable time.** Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

Quixley & Bulgrin Lumber Co.

SEND US YOUR INQUIRIES

Q&B

Complete Stocks of Northern Lumber

Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.

Telephones { Harrison 2909 / Automatic 61-733

704 Fisher Bldg., CHICAGO

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES
CANAL 1830
CANAL 1831

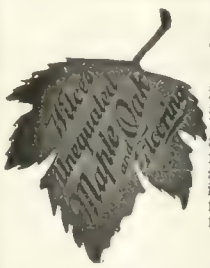
12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods-and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK

156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK

48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK

32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD

36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR

24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT

24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH

18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

LOVE, BOYD & CO., Nashville, Tenn.

List of lumber we have in Northern Arkansas, at points taking favorable rates to the Middle West, also to Kansas City, Omaha and Denver.

YARD NO. 3

4,000 ft. 4/4 1s & 2s Quartered White Oak.
9,500 ft. 4/4x2½" to 5½" Clear Face Qtd. White Oak Strips.
28,000 ft. 4/4 No. 1 Com. Quartered White Oak.
6,500 ft. 4/4 No. 2 Com. Quartered White Oak.
3,000 ft. 4/4 Common & Better Plain Oak, largely white.
12,500 ft. 4/4 to 8/4 Common & Better Ash.

Send us your inquiries for delivered prices on this stock. We also have at our Nashville yard our usual stock of Oak, Chestnut, Poplar, Hickory, Ash, etc.

LOVE, BOYD & CO., Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

Quality+Service=Satisfaction

You Will Get All Three - - - That's Our Policy

Ash
Maple
Cypress
White Oak

Elm
Sap Gum
Red Oak
Sycamore

OUR SPECIALTIES: RED GUM AND COTTONWOOD WRITE, PHONE OR WIRE FOR PRICES

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

PAEPCKE-LEICHT LUMBER CO.

GENERAL OFFICES - - - - - - - CHICAGO, ILL.

BAND MILLS AT CAIRO, ILL.; BLYTHEVILLE, ARK.; HELENA, ARK.; GREENVILLE, MISS.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Cable Address—Lamb

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

FEBRUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	1/4	5/4	6/4	8/4	10/4	12/4
FAS QRTD. WHITE OAK, 6" & UP	.....	.....	.....	5,000	10,000	16,000	150,000	10,000	2,000			
NO. 1 COM. QRTD. WHITE OAK, 4" & UP	.....	.....	.....	2,000	.....	15,000	140,000	6,000	4,000	.....	.....	
NO. 2 COM. QRTD. WHITE OAK	.....	.....	.....	.....	.....	.....	126,000	.....	.....	.....	.....	
NO. 1 COM. QRTD. WHITE OAK STRIPS	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....	.....	
FAS PLAIN WHITE OAK, 6" & UP	.....	.....	.....	3,000	.....	.....	.....	.....	.....	44,000	4,000	.....
NO. 1 COM. PLAIN WHITE OAK, 4" & UP	.....	.....	.....	2,000	2,000	.....	50,000	.....	.....	2,000	10,000	.....
NO. 2 COM. PLAIN WHITE OAK	.....	.....	.....	.....	.....	2,000	.....	2,000	.....	.....	.....	.....
FAS PLAIN RED OAK, 6" & UP	.....	.....	.....	.....	2,000	10,000	152,000	28,000	.....	.....	.....	.....
NO. 1 COM. PLAIN RED OAK, 4" & UP	.....	.....	.....	.....	.....	55,000	30,000	4,000	18,000	.....	.....	.....
NO. 2 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	.....	7,000	.....	.....	.....	.....
NO. 3 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
OAK CORE STOCK	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
FAS RED GUM, 6" & UP	.....	.....	30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000	.....	.....
NO. 1 COM. RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	18,000	56,000	15,000	.....	.....	.....
NO. 1 COM. & BTR. FIGURED RED GUM	.....	.....	.....	.....	.....	.....	50,000	12,000	.....	.....	.....	.....
FAS SAP GUM, 6" & UP	.....	20,000	11,000	9,000	13,000	35,000	19,000	53,000	2,000	2,000	5,000	3,000
FAS SAP GUM, 18" & UP	.....	.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....
BOX BOARDS, 13-17	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
NO. 1 COMMON SAP GUM, 4" & UP	4,000	.....	11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000	.....	.....
NO. 2 COMMON SAP GUM	.....	.....	.....	.....	16,000	6,000	209,000	.....	11,000	2,000	.....	.....
NO. 3 COMMON SAP GUM	.....	.....	.....	.....	.....	.....	30,000	40,000	.....	.....	.....	.....
CLEAR SAP GUM STRIPS	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
NO. 1 COMMON ASH	.....	.....	.....	.....	.....	.....	.....	.....	3,000	5,000	.....	.....
LOG RUN CYPRESS	.....	.....	.....	.....	.....	.....	.....	.....	.....	78,000	.....	.....
LOG RUN ELM	.....	.....	.....	.....	.....	.....	.....	.....	3,000	30,000	.....	.....
TUPELO GUM BOX BOARDS, 13" TO 17"	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
COMMON & BETTER TUPELO GUM	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
LOG RUN HICKORY	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

No. 1 Common Qr. Oak is only required to cut 66⅔%. If all of the 10" & up wide and the 6" & up Selects have been taken out you won't get over 66⅔%. If they had not been taken out you might have gotten 80%.

$45.00 at 66⅔% means.....$67.50
48.00 at 75% means.....64.00
50.00 at 80% means.....62.50

WE DON'T TAKE 'EM OUT. DO-YOU-GET-ME?

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

THREE STATES LUMBER CO.

BAND-SAWN STOCK

IN ALL THICKNESSES

PLAIN AND QUARTERED OAK, ASH, GUM, COTTONWOOD, CYPRESS, ELM
CAR TIMBERS AND BRIDGE PLANKING. GUM AND COTTONWOOD SIDING

GENERAL OFFICES

Tennessee Trust Building **Memphis, Tennessee**

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¼" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

UNIFORMITY

TEMPER and TENSION are the important features in the manufacture of SAWS, and the most difficult to produce. You will find these qualities in their greatest perfection in

The Oldham Saws

Every member of this concern is an expert. Think of it; six Oldhams always on the job; persistently working for the interest of the lumber industries by the production of the best

SAWS FOR SAW MILLS

Joshua Oldham & Sons

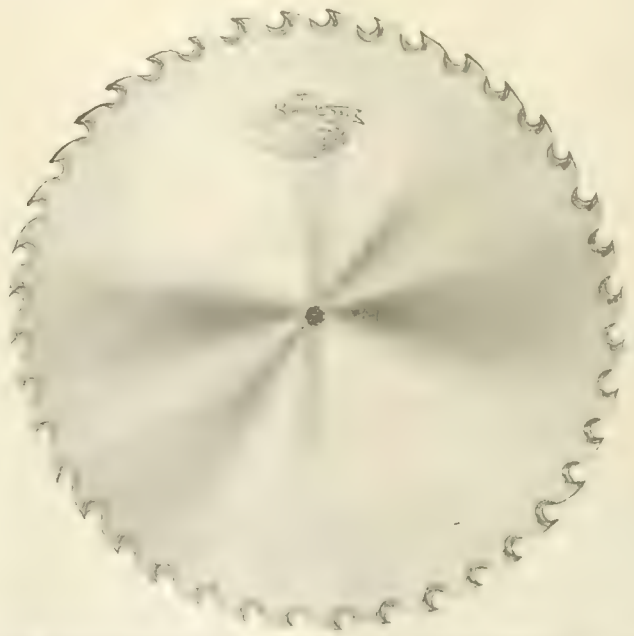
NEW YORK SAW WORKS

BROOKLYN, NEW YORK CITY

Pacific Coast Headquarters
White-Henry Building
SEATTLE, WASHINGTON

New Orleans Branch
633 Baronne St.
NEW ORLEANS, LA.

IF YOU HAVE NEVER USED SAWS OF OUR MAKE TRY THEM



"A satisfied customer is a good advertisement" is an old saying that is always new because it is always true. There are so many satisfied users of

Simonds Inserted Tooth Saws

Do you want to be the next? Write the nearest Simonds office for a quotation on that Saw you expect to buy.

Simonds Manufacturing Company

FITCHBURG, MASS. CHICAGO, ILL. MONTREAL, QUE.
NEW ORLEANS, LA. PORTLAND, ORE.

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
the Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

WE ARE NOW OFFERING OUR NEW STOCK OF

FIGURED MAHOGANY
CURLY BIRCH (Southern Mountain)
QUARTERED WHITE OAK (Ohio)
ROSEWOOD (Brazilian)

AND ALL KINDS OF PLAIN VENEERS

Our fresh consignment of Circassian (Poti) has arrived and will be ready for the market within two weeks.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks Best Selections
CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

3 cars 8 4 S. W. Chestnut, 1-yr. dry.
3 cars 4/4 1s & 2s Cottonwood, 6″ to 12″.
12 cars 4 4 1s & 2s Cottonwood, 6″ & up.
2 cars 4 4 Com. Cottonwood.
3 cars 4 4 1s & 2s Red Gum.
3 cars 4 4 Com. Red Gum.
7 cars 4 4 1s & 2s Sap Gum.
3 cars 4/4 Box Boards Gum, 13″ to 17″.
1 car 4 4 Panel Poplar, 30″ & up.

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

2 cars 1" 1sts & 2nds Cherry, good widths and lengths.
1 car 5/4 1sts & 2nds Cherry, good widths and lengths.
1 car 1" No. 1 Common Cherry, good widths and lengths.
1 car 1" No. 3 Common Cherry, good widths and lengths.
500,000 ft. 1" dry Chestnut, all grades.
200,000 ft. 6/4 dry Chestnut, all grades.
750,000 ft. 1" log run Basswood.
30,000 ft. 3" log run Basswood.
50,000 ft. 2" log run Basswood.
1 car 2" No. 2 Common Basswood.
2 cars 1" 1sts & 2nds Ord. Ohio White Oak.
3 cars 1" No. 1 Common Ord. Ohio White Oak.
1 car 1" No. 2 Common Ord. Ohio White Oak.

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Kiln Dried Hardwoods

From largest, most modern kiln in world?
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1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

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4/4 No. 1 Common Plain Red and White Oak.
2", 3", 4" 1s and 2s and Tank La. Red Cypress.

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ALWAYS IN THE MARKET FOR
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DEALERS IN

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2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

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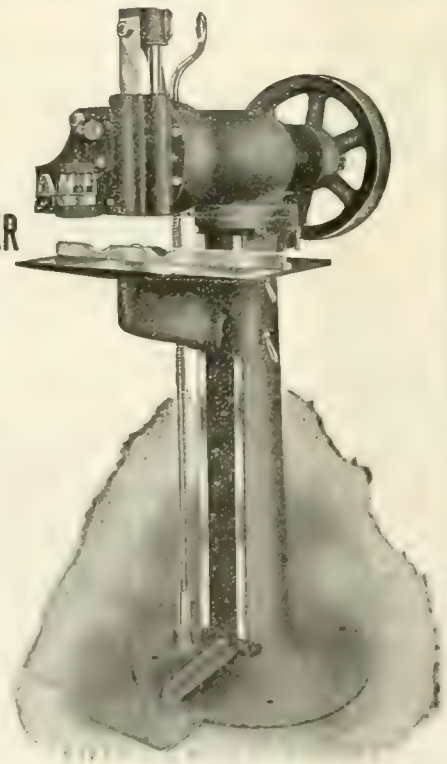
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Can be quickly and cheaply driven with

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Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

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STEAM
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EXTRA QUALITY



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ESTABLISHED 1882

THERE'S A REASON

Louisville Hardwoods

are being bought in larger quantities than ever before.

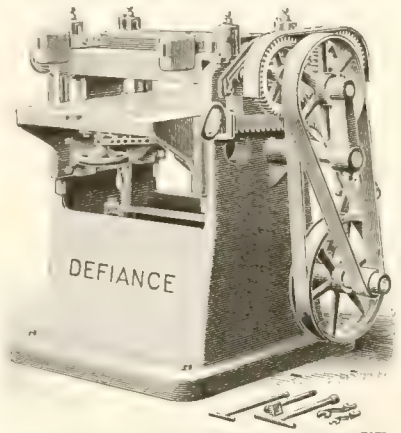
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More cars are moving out of LOUISVILLE yards, in QUARTERED OAK, PLAIN OAK—RED and WHITE, POPLAR, ASH, COTTONWOOD, GUM, CHESTNUT, MAHOGANY and VENEERS than ever before.

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DEFIANCE machines represent the highest type of construction. They are guaranteed against any imperfect material and workmanship.

They are in a class by themselves, for the quality of our machines enables us to guarantee unlimited service.

Address Dept. A Today for Full Particulars and Prices

We Are Always at Your Service

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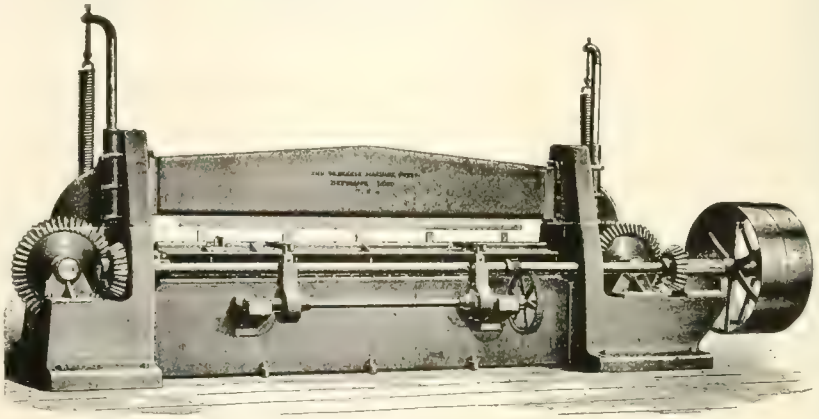
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THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
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THE EAST

LEADING MANUFACTURERS AND JOBBERS

Attention of Box Makers and Furniture Manufacturers

"We Will Not Mix Grades"

We must move quick and will sell cheap No. 2 common Gum: Four cars of 3/8, two cars of 1/2, three cars of 5/8.

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6th and Penn Streets, Camden, N. J.

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Maple, Birch, Beech or Basswood

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For **quick shipment** write

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WE WHOLESALE ALL KINDS OF HARDWOODS

Hamilton H. Salmon & Co.

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PLAIN OAK	ELM
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COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

GEO. WEBSTER LUMBER CO.
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The CHEAPEST HARDWOOD LOGGING

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MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

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WHITE PINE FOR PRESENT OR FUTURE DELIVERY

150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 3 common Poplar—mostly A.

Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

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Hardwood Lumber

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We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

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WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

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MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

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REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

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BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

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R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

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Hardwood Flooring

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MANUFACTURERS

WEST VIRGINIA HARDWOODS

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ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

WE HAVE IT

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MANUFACTURER AND WHOLESALER OF

HARDWOODS

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
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Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock A line brings price by return mail

WRITE NOW—NOT TOMORROW

GENERAL OFFICES JOHNSTOWN, PA. NEW YORK OFFICE NO. 18 BROADWAY

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
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HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses

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All grades and thicknesses.

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All grades and thicknesses.

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Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

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AMSTERDAM, HOLLAND

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DOMESTIC HARDWOODS

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Clearfield Lumber Co., Inc.

CLEARFIELD, KY.
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¶ Our specialty at all times is everything in **Oak Timbers, Cross** and **Switch Ties, Plain** and **Quartered Oak** in all thicknesses.

¶ Just now we are specializing in Hardwood and Softwood Crating—to widths, lengths and thicknesses as ordered.

¶ Our **Quartered White Oak** is fine in grain and beautiful in figure, and for texture cannot be duplicated.

¶ Our **Poplar, Basswood** and other hardwoods are of the best, and well manufactured.

Our motto is "Prompt Shipments"—Write us

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FOUR-QUARTER BASSWOOD,
ALL GRADES
TAYLOR & CRATE
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FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

We Must Move Soon

25 cars 1″ 1st & 2nd Sap
Poplar, widths 6″ to 12″

LET US QUOTE YOU

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OAK FLOORING

Kiln-Dried Polished

HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — BENT WOODWORK — ROTARY CUT VENEER
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MANUFACTURERS OF

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"St. Francis Basin Red Gum Our Specialty"

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50,000′ 1¼″ 1st & 2nd Cl. Red Gum.
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148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, FEBRUARY 25, 1912 No. 9

Editorial Comment

General Market Conditions

Reports from trade centers the country over indicate an aggregate of hardwood business that constitutes a good volume, although the orders are made up of a mass of small sales. What is known in the trade as "the big buyer" apparently has not yet turned loose in making purchases, although some requisitions of considerable size are out from railroad and corporation sources. This state of affairs, considering the remarkably cold and inclement weather that has prevailed for the last month, is very surprising. Trade apparently is coming back, without any more excuse than when it diminished in volume three years ago. There was no apparent basic reason for the decadence in the volume of business then, and it is hard to explain why there should be as good a volume of business today as there is, save on the presumption of the short supply of hardwoods and a possibility of sharp necessity for lumber by various wood remanufacturing industries.

Values generally are enhancing and practically every desirable item of hardwood is in remarkably short supply, save quarter-sawed oak, and that stock is fast going off to normal. There is apparently a cessation in the manufacture of small and inferior oak logs into quarter-sawed stock. Material of the character that is being made at this time is being produced only from high class body logs.

There is a little speculative element manifest in the trade, as was evidenced a couple of weeks ago, when one buyer placed orders for nearly two million feet of good ash in the Memphis district, which will take up a large portion of present and prospective stock of this wood for months to come. This buyer believes that ash is cheap, and thought it worth while to buy a chunk of it. It is more than likely that time will demonstrate that his judgment was good.

There is another feature in the trade of more than passing importance, and that is the marked bulge in mahogany values that has obtained during the last few weeks. It is recognized that the foreign market is practically stripped of logs, and stocks on this side are lower than usual. Furthermore, it is realized that there is an increased demand in the furniture and interior finish trade for this aristocrat of woods. Hence there is a present advance in price of from five to ten dollars a thousand, with good indications that values will go much higher within the next few months. Mahogany, so far as price is concerned, has been a featureless wood for years, and it is interesting to note that it is now commencing to command a price commensurate with its basic qualities. High prices on mahogany also mean a good deal for the producers of high-class American woods, as should the price go too high, it will again turn fashion to the use of oak and other standard American varieties.

The prevailing fashion of Circassian in interior finish and furniture divides honors equally with mahogany, and those who are fortunate enough to possess Circassian for veneer making are enjoying an excellent and profitable trade.

The general volume of the veneer and panel business in evidence is fair to good, but prices are still ranging low in proportionate value to the higher types of hardwood lumber.

The hickory handle trade is featureless, but there is a very good volume of business in maple, birch and ash broom and tool handles, although prices on these varieties are still low.

There is an increased call for furniture and other hardwood dimension materials, and there seems to be a disposition on the part of buyers to acknowledge the worth of well-manufactured dimension stock in such a substantial manner as being willing to pay considerably more for it than they have in the past. Furniture and other manufacturers could not make money any faster than by being willing to pay enough for dimension stock to warrant the entrance of a good many people into this line of production. In this way they could secure permanent supplies of cut-up stock in lieu of full length lumber, and be able to effect an economy of well towards ten per cent in their lumber supplies. The time is surely coming when the manufacture of dimension material will be about the best thing going in the lumber business, but both manufacturers and users still need much education before this end is accomplished.

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for **renewal, discontinuance, or change of address,** should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879

Lumber Sales Managers' Meeting

In this day of rather low ebb in practical efficiency in lumber association work, the meeting of the Lumber Sales Managers' Association, held in Chicago on February 15 and 16, was a refreshing and interesting exception. A few earnest men of intelligence and standing in the industry, having especially to do with the problem of lumber sales, have gotten together and have started a campaign of co-operative practicability in this important detail of the lumber business, that augurs much for the good of the industry. At this meeting, in the form of papers and discussion, there obtained more work of an educational and practical nature than is often heard in lumber association meetings. No man who attended these sessions went away without full value received in the way of concrete and specific knowledge that will make for the betterment of his lumber sales methods.

The basic principle upon which the Lumber Sales Managers' Association is built is commercial integrity, and it is gathering into the organization every manager of lumber sales departments who believes in this principle of transacting the lumber business. Beyond this the members promise themselves that there are to be no politics in their work, and that every member will employ himself to assist in securing the confidence of the lumber purchasing element, and secure it by deserving it

This organization occupies a hitherto untrodden field in lumber association work, and it would seem to be the most important one of any in the industry—the marketing of lumber products on a scientific, intelligent and honest basis.

The organization is very fortunate in its selection of officers and directors, as every man occupying one of these positions stands for the best there is in good commercial morals. If the Lumber Sales Managers' Association does not prove to be not only an important factor, but a distinct success in the history of lumber affairs, it is doubtful if such attainment can be made in association work.

A brief résumé of the meeting is published in this issue and the important papers presented have separate publication.

Getting Rich Quick in Lumber

Some six years ago, when the International Lumber & Development Company of Philadelphia was organized, and its stock floated through the allurements of daily newspaper and circular advertising, HARDWOOD RECORD analyzed the proposition with a good deal of care, published details of its promises and prophesied to its prospective stockholders that there was nothing in lumber history that warranted the remote possibility of the eventual success of the enterprise. During the last few days the Philadelphia North American, a publication, if memory serves aright, which enjoyed no little revenues from advertising stock sales of the International Lumber & Development Company, has published a series of articles assailing the institution. The articles recite the loss of the company's steamship Vueltabajo, which was wrecked near Vera Cruz, Mexico, some months ago, and furthermore the burning of its contractor's sawmill at Mobile, which occurred some months later. These losses have no particular bearing on the peculiar history of this promotional enterprise, but the statement made by the Philadelphia paper that the company has paid out dividends regularly since it was organized six years ago, not out of earnings, but out of avails of stock sales, is very much in line with the prophecy made by HARDWOOD RECORD shortly after the institution was organized.

The North American says the International Lumber & Development Company is a $6,000,000 Delaware corporation, occupying a large and handsome suite on the seventh floor of the Drexel building, Philadelphia. The stock has a par value of $300 a share and has been sold under contract calling on the shareholders to pay $5 a month on each share. It guaranteed dividends on the amounts paid in on its capital from the very start, and during the first year of its operation, 1905, paid two semi-annual dividends of five per cent each. It alleges the capital stock paid in today amounts to $5,500,000, but up to date the company has distributed $1,500,000 in dividends, including $110,000 which was to have been paid out on February 20 of this year. It alleges the company owns 288,000 acres of land in the state of Campeche, Mexico, and deals in mahogany and other foreign woods, dye woods, bananas, henequin, coffee, rubber, tropical fruits and nuts, chicle, cotton, live stock, grain, etc. It alleges the property was originally sold to Markley & Miller of Chicago, who in turn sold it to the International Lumber & Development Company, organized by it, and took the contract for developing 20,000 acres of the total at $250 an acre. In this manner it says the contractors have received $5,000,000 of the $6,000,000 capital of the company, and the remaining $1,000,000 went to a fiscal agency which marketed the stock on a commission of $50 a share.

It says the company has stockholders in all parts of this country and in several foreign countries, including England, France, Turkey and Italy, where the fact that the company's dividends had always been paid regularly, and advertised regularly, until they reached a total of $1,000,000, attracted investors. The paper says the company in the past has had many more shareholders than it has today because the installment plan under which stockholders have bought their stock provided that on the failure of a shareholder to pay the monthly installment, the company could cancel out the delinquent shareholder, who then forfeited the amount he had paid into the company's coffers.

Other articles in the North American regarding other Markley & Miller promotional enterprises, reciting specific losses that have been sustained through these enterprises, state that the postal inspectors have now started an investigation of all the Markley & Miller deals, but with particular reference to the International Lumber & Development Company.

It is understood that Markley & Miller's contract as contractors for the company has expired, but has recently been renewed or is in the process of renewal.

There is nothing particularly new brought out on the subject of the International Lumber & Development Company by the Philadelphia publication, save that the intimation is very marked that the institution is on the verge of serious difficulties, and that its stockholders have no chance of securing any further substantial dividends from their investment at present. All of this goes to show that chasing the myth of fabulous profit in Mexican timber and kindred promotional enterprises usually results in failure. .

Box Makers in Session

The thirteenth annual convention of the National Association of Box Manufacturers, which was held at the Auditorium hotel, Chicago, February 21-23, was a most interesting and instructive meeting. It brought out a large attendance of the leading wooden package producers of the country. The meeting was marked by a perfectly frank and aboveboard discussion of every phase of the industry, and policies were mapped out that augur much for the improvement of conditions surrounding the trade.

Undeniably the box making industry is between the devil and the deep sea. On one hand, it faces advancing values on the cost of its raw material—low-grade lumber—which manufacturers are supplying to them today at less than manufacturing cost, without any consideration for stumpage values. On the other hand, the trade is confronted by most severe competition from the fiber box industry. Box manufacturers generally concede that they would be perfectly willing to pay more money for their box lumber if it were possible to advance the prices on boxes, but the moment box values go upwards, it still further decreases the total of their sales, on account of the competition of substitute materials.

There is this one feature of the wooden box making industry—the total volume of business is not falling off materially in spite of the substitutes urged against them, which indicates a marked increase in demand for containers of all types. It is believed that within a short time the railroads will readjust their classification and make a lower rate on goods packed in stable wooden boxes

than they do on products packed in the frail paper containers. This would help the wooden box situation to a considerable extent.

The project of asking railroads to amend their classifications on the shipment of box timber by making a lower rate on this material than that which prevailed on lumber of higher grades, was also taken up at this meeting. This subject proved to be a debatable one and was referred to the executive board, with power to act. It would probably be a comparatively easy matter to induce the railroads to lower their rates on No. 2 and lower grades of lumber if at the same time they were permitted to correspondingly increase the rates on No. 1 and better.

A number of very notable papers were read at this meeting that are of paramount interest to the lumber industry outside of the box manufacturing trade, and several of them will be presented in the next issue of this publication.

Artificial Lumber Made from Sawdust

Some time ago HARDWOOD RECORD reproduced from the Daily Consular and Trade Reports a paragraph from the consul-general at Hamburg, telling of a German process for the manufacture of flooring material composed of sifted sawdust and chloride of magnesium. This is a patented process and has thus far been employed in the making of colored flooring tiles. It is alleged that the material is going into use quite extensively in some of the chief German cities, and that it is being employed in the new Hearst building, Chicago, and quite generally used for flooring in steel Pullman cars.

Through the courtesy of Dr. C. A. Schenck, director of the Biltmore Forest School, now in winter quarters at Darmstadt, Germany, HARDWOOD RECORD has received a specimen of this material, which is on exhibition at this office. From a cursory examination it would look as though this product might be made a basis for a large commercial industry in the United States, in the manufacture not only of flooring tiles, but for wall covering, veneer cores, boxes and for an infinity of other purposes.

The process has been patented in the United States, and is worthy the investigation of anyone interested in forest conservation. It seems logical that a vast quantity of woods waste might be shredded, mixed with sawdust, and after being combined with chloride of magnesium or some other suitable "binder," be transformed into a commercial product of vast importance.

HARDWOOD RECORD will make further investigations of the material and its cost, and advise its readers on the subject. It seems that a comprehensive plant could use the material unsuitable for the making of artificial lumber in the manufacture of lumber for brick fuel purposes. Machines for making fuel briquettes are operated at a low cost, and furnish a high-class fuel which can be stored, without loss of space, in city apartment houses, to be used for grate fires that have all the allurements of open wood fires.

UNSOLICITED TESTIMONIAL

E. B. Brown

Wholesale Hardwood Lumber

372 Bayne Street

Buffalo, N. Y., Nov. 20, 1911.

Hardwood Record,
Chicago, Ill.

Gentlemen—Enclosed find my check, No. 236, covering the amount of your invoice November 15. Will say I am well pleased with the advertisement so far, as I have had letters from eight millmen offering me their stock.

Yours very truly,

E. B. BROWN.

Above refers to a 6-line classified ad, which was published one time only, ten days before this letter was written.

A Comparison of German and American Wood-Working Machinery

In a recent circular of the Biltmore Forest School it is recited that an inspection by the students was recently made of a modern wood-working machinery institution at Offenbach, Germany. It recites that the difference between American and German wood-working tools is a marked one "brought about by the difference in economic conditions confronting lumbermen in the old and new worlds." German machines are built to save lumber and power, while American machines are built to save labor. American machines work for quantity, while German machines work for quality. German tools are frequently combination machines used for a variety of purposes in small shops. The American manufacturer requires a machine to do but a single thing rapidly and efficiently. In America it is not necessary for a machine to outlast a man's generation, the American realizing that a new and better one than that which is now considered the best will soon be available. On the contrary, the German lumberman buys a machine to last as long as he lives and longer.

"American wood-working machinery manufacturers in the majority of cases are specialists in given lines of machinery. On the other hand, German manufacturers are in a position to supply the trade with any and all kinds of machines that have anything to do with timber and wood remanufacturing."

HARDWOOD RECORD does not agree with the analysis and deductions made by the class president of the Biltmore Forest School, from the fact that during the last few years American wood-working machinery producers have been engaged in so thoroughly improving the types and quality of their tools as to make them not only of the highest efficiency as to quantity of output, but of such a permanent character that they are on a par in quality with the highest type of iron and steel working machinery.

American wood-working tools have ceased to be temporary in character, but have withstood severe usage for an untold number of years. Nothing yet has been devised in German wood-working tools that is better in any respect than the more recent product of American wood-working machinery plants, and American machinery manufacturers have been able to find very little in German tools that they could adopt for making improvements in their own product. On the contrary, German wood-working machinery manufacturers, and English tool makers as well, have exercised a vast deal of generosity to themselves in employing many of the devices and inventions put into use by American wood-working tool makers, and in most instances do so without as much as "by your lief."

The vast superiority of American wood-working tools over those produced in any other part of the world is not questioned by the average wood-worker, and several of the manufacturers of this country ship as high as forty per cent of their machinery product to various foreign lands.

Lumber Price Lists

For many years the lumber trade press carried as a regular feature, lists of prices at which lumber was sold in the chief markets of the country. These price lists, although the information was collected, collated and published with the greatest care to reflect the real prices at which lumber was being sold, were faulty, and eventually lumbermen made such severe protests against their publication that the entire lumber trade press, with one exception, ceased their publication, and this one exception still publishes in supplement form an abridged list, with circulation to a special element of its clients.

During the last few years the Forest Service has attempted to publish a list reflecting the values that have obtained on all kinds of lumber in several trade sections for the three previous months, i. e., to make a record of actual transactions. The service has discovered that it is an almost impossible undertaking to accomplish this result with accuracy, and hence more recent issues of this quarterly list have shown but a bare skeleton of prices.

For some time past a bureau, which has contributed to the trade a really valuable general lumber tariff, has been engaged in publishing what it calls a "Monthly Lumber Market Report" involving hardwoods, yellow pine and North Carolina pine, which it describes as "actual selling prices in the principal markets of the country."

For some time past Hardwood Record has been in receipt of a good many complaints concerning the inaccuracy of the hardwood section of these alleged market reports, and at the recent meeting of the Lumber Sales Managers' Association this price list scheme was very thoroughly dissected and analyzed, and the association went on record as deprecating the publication, on the ground that it was a distinct menace to the trade, owing to its inaccuracy and misrepresentation of actual values that obtain in the wholesale consuming trade of the country. By actual order books displayed, discrepancies of from one to five dollars a thousand were shown.

It is not the desire of this publication to say anything to injure any legitimate effort being made to assist the lumber industry in any particular, or the business of any reputable concern, but it seems, from the evidence at hand, that the Lumber Sales Managers' Association was entirely justified in deprecating and withdrawing its support from this market report. If a publication of this sort were reasonably accurate, and its circulation confined to manufacturers and jobbers, it very likely would be of material assistance in determining going lumber values, but unfortunately the pamphlet goes into the hands of consumers, who use the prices quoted (which, as before noted, are often very much below real market values), and employ them as a club to hammer down prices.

There are no mediums more competent to publish current markets than the lumber trade press, and if the lumbermen of the country want a renaissance of lumber price lists published, they can certainly secure them through these papers. However, beyond question, the attitude of the lumber trade on this price list proposition that has been urged by it for more than a dozen years, is a just one, and misleading market reports should not be published.

Trend of the Tie Business

Through the development of wood treating processes has come about an absolute revolution in the demand for ties, notably on the railroads north of the Ohio river. During the last two years these railroads have been buying millions of both cross ties and switch ties, sawed from coarse and small northern timber, such as beech, birch and maple, and are putting these ties through wood preservative processes. Hence it is that there is a decadence in the demand for railroad ties from oak and other standard woods that have formerly monopolized the larger portion of this business. Seven to ten years is the life of even the best quality of white oak untreated ties. Experiments carried on during the last quarter of a century indicate that even a beech tie properly creosoted will last for fully twenty-five years, and can be purchased in this treated form at about the same price as an untreated oak tie.

Hardwood Record has a copy of a letter from the purchasing agent of the Pennsylvania Railroad Company in which he says he believes the substitution of treated woods has been responsible for the decadence in the demand for white oak ties. He notes that the situation is such at the present time that his company is not in a position to go abroad for any part of its requirements.

Trade in oak ties and coarse oak timber has made it possible to utilize a great deal of this variety of wood at a very good profit for many years. It now looks as though other methods of utilizing coarser oak would have to be developed. Experiments are still being continued by several railroads in the use of concrete ties, or steel, concrete and wood combination ties. Thus far very little satisfactory results have been obtained by these experiments, but it is possible that eventually a combination tie with a wood cushion under the rail, to provide for resiliency, may be worked out. In any event there is a distinct evolution in the tie demand which is making for fairly good financial results for low-grade northern hardwoods, and is materially militating against the sale of the heretofore standard oak ties on northern railroads.

Chestnut Tree Blight

For years the public has heard, usually indirectly, of the destructive workings of the chestnut tree blight, which originated in the vicinity of New York City. Reports have usually dwelt upon the ravages of the fungus among the shade trees in that section, and until more or less recently, it was not realized that there was any immediate possibility of the blight assuming such proportions as to threaten the commercial stand of chestnut timber, but that condition is evident today. The disease has spread with such rapidity that there is a grave danger of an astonishing loss in the principal stands of chestnut. Primarily the danger seems to be in Pennsylvania.

With the realization that the disease had gained headway in commercial timber, there has been agitation looking towards checking its spread, and the crystallization of these efforts was the calling of a conference by Governor Tener of Pennsylvania, at Harrisburg on February 21, with a view to advancing ways and means of preventing a further spread of the disease.

Some startling figures were presented as to the possibilities of destruction, Governor Tener himself being authority for the statement that Pennsylvania and Virginia alone have chestnut timber valued at eighty-five million dollars, all of which is threatened with destruction by the blight.

It is further estimated by S. B. Detwiler, chief executive of the Pennsylvania Chestnut Blight Commission, that chestnut timber to the value of ten million dollars has already been either entirely killed or affected by the disease in Pennsylvania alone. These statements make it apparent that the blight is far more worthy of consideration from a commercial and economic point of view than the average lumberman realizes, and that it is up to the lumbermen in co-operation with state and Forest Service authorities to help put into effect some means of checking its spread. So far there has been no unanimity of opinion regarding the best means of prevention of further infection, but it is generally agreed that immediate action is necessary to prevent enormous loss.

The Pennsylvania commission has been donated $270,000 by the state for work in this direction, and it is hoped and expected that the conference called by Governor Tener will result in similar action by other states and by private timber holders claiming any considerable amount of chestnut stumpage.

Conditions in Wisconsin

A report from the office of the Northern Hemlock & Hardwood Manufacturers' Association, covering the cut and shipment of hemlock and hardwood of fifty-six members of the association during January, establishes the fact that in spite of prevailing opinions to the contrary, the month of January was very creditable.

There were increased shipments in both hemlock and hardwood, while reports show that hemlock bark is practically sold up, though it can not be said that prices for bark were entirely in accordance with the wishes of the members of the association.

The report showed shipments of hemlock aggregating 22,234,000 feet, while the cut was but 17,147,000 feet. It is a notable fact that the excess in shipments during January, 1912, over January, 1911, approximated one million feet. The figures show that there was a three per cent increase in hemlock shipments, and an increase of eleven per cent in shipments of hardwoods. At the same time the cut of hemlock increased thirty-five per cent and of hardwoods decreased five per cent.

Pert, Pertinent and Impertinent

Ode to a Lumber Buyer

His path is not strewn with roses,
His life's not the life of a king,
His knowledge must equal Lee Vadis—
He is supposed to know everything.

Representatives, peddlers and salesmen
Throng his office throughout the long day,
While his work lies unfinished and waiting,
Till they've finished and gone on their way.

He has shortages, culls and deductions,
Claims and overcharges in freight,
Though it's hard to get any reductions,
Heaven and hustlers and he waits.

But through it all he smiles in his glory,
His motto is "Any cheap one's dear,"
And he gives us this same old story:
"I'd like to, but you're a little too high."

Hoo Hoo Bulletin.

Agricultural Item

Some men can always raise a lot
When troubles come,
It's easy to raise money when
You've planted some.

Would It?

Would the world be any different
(Of this I am not sure)
If all the poor should be made rich
And all the rich folks poor?

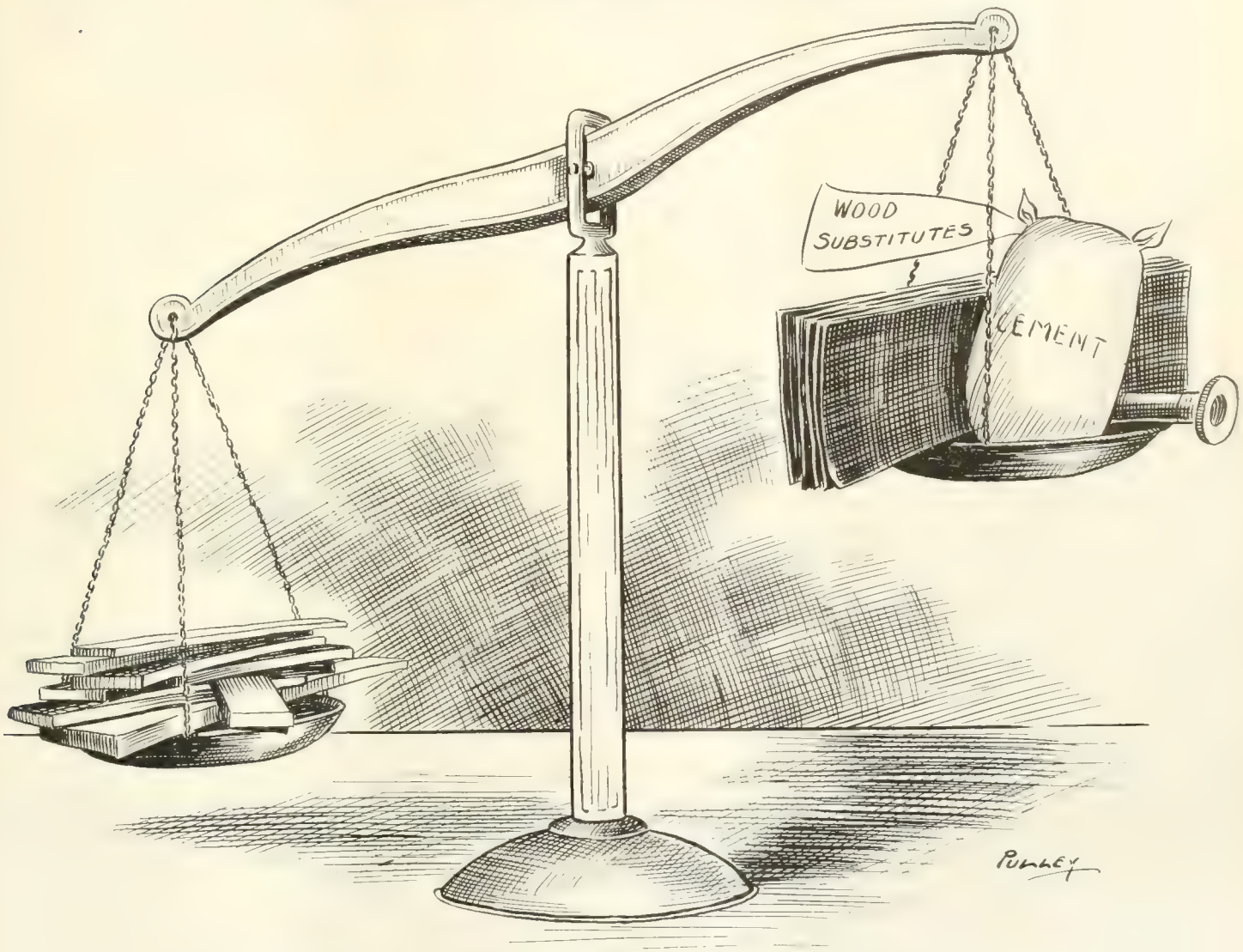
Hope

Hope like the gleaming taper's light
Adorns and cheers our way;
And still as darker grows the night,
Emits a brighter ray.

Goldsmith.

Where there is no hope there can be no endeavor.—*Dr. Johnson.*

THE STORY TOLD BY THE SCALES



When wood and its substitutes are placed in the balance, the result is always the same.

The Kind Wanted

"I have the faith that moves mountains," he declared.

"I wish," his wife complained, you had the faith that would move the ashes out of the basement."—*Chicago Record-Herald.*

Whence Derived

Professor—Mr. Bilton, you will kindly outline briefly the fundamental law against bigamy.

Bilton—Yes'r. You'll find it in the bible. It says no man can serve two masters.—*Lippincott's.*

Disproportion

"The trouble with that firm," said Mr. Dustin Stax, "is its lack of a sense of proportion.

"In what way?"

"It is one of those concerns that have a $5,000 safe with about $50 of real money in it."—*Washington Star.*

Unexpected

Plato Weetz (at cheap lunch counter)—Do you come here often?

Cutter Pye—Same as you do when I think I'm not going to meet anybody I know.

She Was Indignant

"I have often thought how easy it is for a man, innocently too, to get in trouble," said Assemblyman Abeurn, of Kings. "One day, for instance, I was in a restaurant down on Long Island, and I said to the waitress:

"'Have you frogs' legs?'

"'No, sir, I have not; it's a sprained ankle that makes me walk like that.'

"What's a man going to do?"—*New York Herald.*



F. L. BROWN, CHICAGO, PRESIDENT



E. H. KLANN, CHICAGO, SECRETARY



W. A. BENNETT, CINCINNATI, DIRECTOR.

Annual Sales Managers

OFFICERS AND DIRECTORS LUMBER SALES MANAGERS' ASSOCIATION

OFFICERS

President, F. L. Brown, Chicago.
First Vice-President, C. L. Harrison, Cape Girardeau, Mo.
Second Vice-President, E. M. Holland, Ludington, Mich.
Treasurer, J. W. Taylor, Columbus, O.
Secretary, E. H. Klann, 1210 Masonic Temple, Chicago.

DIRECTORS

W. W. Dings, St. Louis, Mo.
Hamilton Love, Nashville, Tenn.
W. A. Bennett, Cincinnati, O.
M. A. Hayward, Columbus, O.
W. B. Hay, Cincinnati, O.
H. E. Sumner, New York, N. Y.

Considered from the viewpoint of actual accomplishment and character of proceedings, the annual meeting of the Lumber Sales Managers' Association held at the Auditorium hotel, Chicago, February 15 and 16, was one of the most helpful and altogether successful conventions of the season. The sentiments expressed on the floor were enthusiastically supported by the entire attendance.

Acting President F. L. Brown of Chicago in his opening talk sketched the conditions which led up to the inception of the association; he emphasized the fact that the Lumber Sales Managers' Association is absolutely unique, and that it does not overlap in any way the work of other organizations but has as its goal the accomplishment of certain things beyond the domain of present association work. It is evident, according to the speaker, that some action is imperative to conserve the profits of the legitimate lumberman, and it is equally evident that no class of men is so well adapted to accomplish results in this particular as sales managers. The speaker, in touching upon the annoyance encountered in merchandising lumber, enumerated them under four general headings namely:

Poor selection of salesmen; ignorance of best methods of sales; lack of information on prices, credits and transportation; employment of poor information as a basis for determining the status of supply and demand.

He said further that the Lumber Sales Managers' Association has already suggested specific remedies, but that so far all had been frustrated, in some instances on account of the fact that the very parties suggesting the reforms have been most at fault in those particulars. In order to accomplish results, the slogan of all members of the association should be that paragraph of the by-laws which describes the object of the association, saying that it exists "to demand and maintain a high character of business integrity." This condition, President Brown said, can be maintained only by a rigid culling out of members who will not live up to the letter and spirit of the by-laws of the association. In closing, the speaker touched upon the fact that bureaus of various kinds are already in operation, and information on the many subjects which they cover is at the disposal of members.

The report of J. W. Taylor, treasurer, showed that the association had received $481.25 in dues during the year and disbursed $354.75, leaving a balance on hand, February 10, of $126.50.

Secretary's Report

Secretary E. H. Klann then read his report which follows:

The workings of this association during the last year have been largely of department work. All of the departments contemplated by your board of directors have not been inaugurated, mostly for the reason that plans of operation have not been fully worked out. At present the following departments are in operation:

ARBITRATION AND ADJUSTMENT

This association has been able to use its efforts in the adjustment of a number of cases to the satisfaction of all interested parties. We are at all times ready and willing to use our efforts in a friendly adjustment of differences.

LUMBER EXCHANGE

This bureau has been in operation about thirty days, and it is pleasing to note the interest being manifested by your members. Under this bureau surplus stocks only have been listed, no account having been taken of small lots. Holders of surplus stocks have been placed in touch with trade requiring such items.

I recommend to the members that they make use of this department as often as possible. Stocks listed or wanted are not sent out broadcast, but are listed in the secretary's office. An inquiry for stock is referred only to such members who have the item wanted.

EMPLOYMENT

This department has been in operation about sixty days. At this time we have about one hundred files of abstracts of references covering sales-

men, buyers and inspectors. This department has been the means of placing deserving and competent employes in touch with those requiring their services. The value in this work is in the increased number of files.

If all members will report to the secretary any information regarding salesmen, etc., it will be placed on record for future references.

This department will be operated very similarly to the credit agencies. It will eventually work into a complete list of those engaged in lumber sales, inspecting and buying.

STATISTICAL INFORMATION

Members have been furnished with statistical reports of various nature interesting to sales managers, to help them in anticipating the market. Your secretary recommends that a weekly, semi-monthly or monthly bulletin be printed, to contain average prices of a number of leading railroad industrial stocks; amount of exports of forest products; railroad earnings, and other figures which will indicate the trend of the market in our own as well as other lines.

MARKET CONDITIONS

Market conditions have been a subject of discussion at every meeting of your board of directors, but no definite plan has been outlined or adopted. In view of the fact that private interests are now publishing a list of prices purporting to be the actual market prices on car lots to the wholesale consuming trade, but which in a great number of items are far from the actual and true market value, it is high time that your association adopt some plan of issuing to its members an abstract of the correct current market values as experienced by your members.

It is a deplorable condition in our trade when our members should be asked to accept price lists of private interests as the actual selling experience. These private lists as a rule reach quite a number of the actual consumers who use such information to counteract the true condition. Your secretary recommends that no support be given to such private publications and that the list in no instance be used by members of this association.

Your secretary further recommends that early action be taken by this association looking toward a publication of lumber values as experienced by members of this association.

Your board of directors held four meetings during the last year, three at Chicago and one at Memphis, Tenn.

Acting President Brown named the following committees:

OFFICERS REPORTS AND RESOLUTIONS: E. M. Holland, chairman, C. L. Harrison, J. W. Taylor.

NOMINATION: M. L. Pease, H. E. Sumner.

J. W. Taylor in speaking for the market conditions committee, deplored the lack of reliable information covering prevailing prices on various kinds of lumber, and said that the surest way of dependable information, of this kind is through the organization itself. He appealed to the members to send to the Statistical Bureau of the Forest Service at Washington absolute facts pertaining to prevailing high, low and average prices of lumber, so that the figures published by the government would be based upon actual prevailing market values, and thus would not only give to the lumbermen valuable information service, but would save them the losses and demoralization, due to the publication of lists not basicly correct. In the discussion of these remarks, which followed, the main thoughts brought out were that difference in grade is the most potent cause for the wide diversity in prices, and that the matter of quality is the fundamental argument in salesmanship.

E. M. Holland presented a most instructive paper on the Education of the Salesman, which is printed in this issue as a separate article.

After Mr. Holland had concluded, H. H. Gibson, editor of HARDWOOD RECORD, volunteered to print a special issue on February 25, containing a complete report of the meeting and to place at the disposal of Secretary Klann as many copies as will be required to reach all present and prospective members of the association.

The morning session then adjourned.

AFTERNOON SESSION

At the opening of the afternoon session of Thursday, Acting President Brown called for the report of the committee on officers' reports and resolutions. The committee submitted the following resolution, which was duly adopted:

We approve and emphasize the firm stand taken by President Brown in his report that it be the policy, aim and determination of the officers and directors of this association, by education, practice and example, to maintain a high standard of business morals.

We deprecate the publication of unworthy trade reports referred to by Secretary Klann which are sent broadcast by misinformed publishers, the same purporting to be a correct survey of lumber market conditions.

We also recommend that the officers' reports be accepted, and that the officers be thanked for good work accomplished to date.

E. M. HOLLAND, chairman.
C. L. HARRISON.
J. W. TAYLOR.

C. L. Harrison then delivered an address presenting some entirely new thoughts pertaining to the lumber sales cost from the manufacturers' standpoint. His paper, which deserves the attention of every lumberman aiming at a high standard of efficiency is reproduced in full in this issue.

After a discussion of Mr. Harrison's remarks, J. W. Taylor of Columbus, O., read a paper on the Cost of Merchandising Lumber. This document forms a special article of this issue.

Mr. Taylor's remarks brought out an earnest discussion of the conditions outlined.

A paper on Trade Paper Advertising and Its Possibilities was then delivered by H. E. Sumner; which also appears separately in this issue.

The last action in the afternoon session was typical of the spirit which prevailed during the whole convention: C. L. Harrison, voluntarily pledged himself, "after," he said, "having become familiar with the objects of the association," to secure five new members within the next sixty days, and to make himself personally responsible for their attendance at the next meeting.

Adjournment then followed.

FRIDAY SESSION

The opening paper of the Friday session was delivered by H. H. Gibson, editor of HARDWOOD RECORD, covering the relation of the lumber trade journal to the lumber industry.

Van B. Perrine of Ft. Wayne, Ind., was scheduled for a paper dealing with the dimension question, but in his absence his paper was read by Secretary Klann. Mr. Perrine's paper forms a special department of this issue.

A lively discussion of the question opened up by the address brought out the experiences of those present in the manufacture and marketing of dimension in various parts of the country, and demonstrated forcibly the absolute necessity of concerted action to lift the dimension business from its present ridiculous position, and place it on a paying business.

Douglas Mallock, lumberman poet, talked of the "business of poetry and the poetry of business." The essential thought brought out by Mr. Mallock was that the injection of a certain amount of poetry (sentiment) into business pays in that it creates a spirit of optimism, and thus maintains a healthy moral condition in the trade.

The address of Mr. Mallock was the last scheduled for the meeting, and Acting President Brown requested that any subjects which the members in attendance might have in mind be brought up for discussion. J. W. Taylor called attention to the pending completion of the Panama Canal with the resultant material lowering in rates from coast points to the East, and hence the probability of active competition of the coast woods with the eastern products. The question has been brought constantly before the lumber trade recently, and Mr. Taylor's warning to the lumbermen to begin to readjust their business to take care of changes which are certain to come, is but a reiteration of similar warnings issued by men of prominence in the trade at various times and places.

M. L. Pease, chairman of the committee on nominations, then presented the report of his committee as follows:

PRESIDENT: F. L. Brown, Chicago.
FIRST VICE-PRESIDENT: C. L. Harrison, Cape Girardeau, Mo.
SECOND VICE-PRESIDENT: E. M. Holland, Ludington, Mich.
TREASURER: J. W. Taylor, Columbus, O.
DIRECTORS: W. A. Bennett, Cincinnati, O.; M. A. Hayward, Columbus, O.; W. B. Hay, Cincinnati; H. E. Sumner, New York City.

Mr. Brown was decidedly opposed to accepting the presidency for the coming year, stating that his business and activity in local association work very fully occupied his time, and that it

would be a distinct hardship for him to undertake any further duties. While Mr. Brown's request for the substitution of some other name to replace his was entirely sincere, the high character of the work which he has done for the association during his temporary incumbency of the last three months, and his recognized efficiency, character and strong personality precluded any possibility of the membership placing any other in the chair. As a consequence it was moved and seconded that the nominations be closed and that the secretary cast a single ballot of the ticket, as recommended by the nominating committee.

E. M. Holland opened up a discussion on the question which is of constant annoyance and a source of loss of profit to shippers, namely, the practice of unscrupulous buyers kicking on such small differences of measurement as to make it not worth while for the shipper to take action against them. He deplored the fact that shippers recognized some of the ridiculously small differences of which the consumers complained at times, and suggested that it would be of immeasurable benefit to refuse to consider any claim under five dollars, thus entitling the shipper to no re inspection where the difference was less than that amount. The speaker contended that it was not reasonable to suppose that the consumer's inspection would be any more accurate than the mill men's as the consumer inspects but a very small amount of lumber in comparison to that loaded out by the mill inspectors.

J. W. Taylor, speaking along the same lines, suggested that the association request the National Hardwood Lumber Association and the Hardwood Manufacturers' Association to insert a clause in their code of ethics which would provide that any claim of less than $5 be not recognized.

President Brown recited an instance illustrative of this condition and deplored the condition of trade which permits lumbermen to go on record as allowing these small claims.

The meeting was brought to a close by a characteristically meaty talk by President Brown in which he first summarized the various papers which had been presented, pointing out the essentially instructive features in each, and then expressed the hope that all those in attendance would carry away with them the belief that the real accomplishments of the meeting had more than offset the absence of a large attendance. He reiterated his belief that the Lumber Sales Managers' Association has a distinct and a more profitable mission than any other association in existence in the lumber trade, and expressed the hope that the members would advertise and advocate the association in every way, and at every opportunity possible in order to build it up as a powerful factor working in the interests of the best in the lumber trade. He thanked the members for their support and said that he sincerely desires and anticipates that the accomplishments of the association before the next convention will be a source of sincere gratification to those who attended the present meeting, and to the entire lumber trade.

The convention then adjourned.

MEETING BOARD OF DIRECTORS

A meeting of the board of directors was held directly after the adjournment of the convention. E. H. Klann, of Chicago, was re-elected secretary of the association for the coming year.

The board mapped out a program of action in harmony with the sentiment expressed on the floor of the convention. It was decided that the first efforts would be expended towards the formation of a reliable system of market conditions and price reports. The board further discussed the question of exchange of lists of lumber stocks among the members. The exact form in which these stock reports will be gotten out will be decided later. The information will be compiled in the secretary's office from reports of stock members want to move, and will be distributed by the secretary among the membership.



Hardwoods in Elevators



Usually when one thinks of an elevator, the picture that comes to mind is that of an iron or bronze structure, more or less ornate with grille-work and bronze bossing. In the old days (and yet not so very long ago, either) when the manufacturer aimed at the construction of an especially fine elevator, he gilded the grille-work or twisted it into more fanciful designs. Today, however, sees a renaissance of elevator building, and the opening of a new, large field wherein the lumberman can dispose of some of his finest stock. One need only to observe the elevators in the larger department stores, office buildings and more pretentious apartments, to have the full realization of this impressed upon him.

Nowadays when a good elevator is specified and there is no disposition to haggle over the price, a hardwood elevator is invariably installed, a thing of as much beauty and elegance in appointment as a drawing-room. No longer is the elevator passenger forced to ride heavenward in a cold iron cage. They put freight in that kind of an elevator in modern buildings. Passengers ride upwards in a miniature parlor, electrically lighted, often furnished with leather or plush upholstered seats and rooted over and wainscoted with richly-figured hardwood.

Of course, elevators of this type are expensive, but that fact seems to be powerless to curtail the demand for them. This is the only type of lift being installed in the new buildings under construction on State street, Chicago's trade artery. At the present time there are no less than twenty-six of them in Rothschild's big department store, thirty-four, many of them even in mahogany enclosures, in Marshall Field & Co.'s store, eleven in Mandel Bros.', with eleven more to follow in their new addition. It is estimated that the average installation of hardwood elevators now means a total cost of $500,000 per annum, these figures being the result of the investigation on the part of the Standard Company, which, under a dozen different names, manufacturers the bulk of the elevators of this type in the United States.

Naturally enough, the installation of these fine elevators is largely confined to hotels, the large department stores, office and apartment buildings, though there is also quite a demand for them in the most pretentious private residences. This demand has increased consistently for the past two or three years, in spite of the fact that exclusive of the cost of machinery and cages, the hardwood elevators cost anywhere from $500 to $1,000 apiece, whereas the old style steel cars may be had up from $150 to $700.

Only closely-selected, perfectly-figured stock is used in the construction of the hardwood elevator. They are made up from artists' designs in oak, mahogany, Circassian walnut, rosewood or birch in combination with mahogany veneering. In some cases hardwood is used merely for finishing effect, but more often it forms the entire wall and canopy of the elevator. Five-ply veneer is commonly used where the elevator box is only wainscoted, and where combinations of art glass and wood are used in the canopy. Inch stock is used in either panel or solid wall effects, and in such cases where wood instead of iron grille doors are used. Wooden enclosures through which the elevator runs are occasionally made of mahogany, but these are generally manufactured by interior finish concerns.

There are quite a number of elevator concerns in this country devoting themselves to the manufacture of hardwood elevators. One of the largest of them is The Standard Company of Chicago, a big corporation operating throughout many states, and embodying in its various branches all phases of the industry. It manufactures everything from the iron and bronze work in the grilles and doors to platforms, guides and cables. This company alone consumes many cars of select stock annually, and quality and figure are the most important factors in placing an order, rather than price.

Lumber Sales Cost

Editor's Note

The following interesting and instructive paper on Lumber Sales Cost from the manufacturer's viewpoint, was delivered by C. L. Harrison, secretary and sales manager of the Hummelberger-Harrison Lumber Company, the red gum specialist of Cape Girardeau, Mo., at the recent annual meeting of the Lumber Sales Managers' Association held in Chicago. It is a very interesting exposition of the subject from a manufacturer's viewpoint, and contains many suggestions of high value to those engaged in the marketing of lumber.

We who manufacture lumber are, to a great degree, isolated from the markets which consume our product. With the majority of us, logging problems and the multitude of vexing questions that surround the production of lumber, completely overshadow the sales problem. And how penny wise and pound foolish is such a situation! How contrary to the spirit of a business age where the salesman—the business getter, the actual warrior on the battlefield of business—is the most important factor in the whole complicated structure!

This condition naturally arises from the fact that so many of the big operators of today are graduates of the "University of Hard Knocks"—practical men who have handled woods and mill crews by means of pure physical strength and sheer courage, and who think the same tactics can enter into the selling policy. So it is that tact gives way to force and instead of using his best talents to exploit his goods, the lumber manufacturer gives first thought to his manufacturing organization.



C. L. HARRISON, CAPE GIRARDEAU, MO.

To lower producing costs a few cents per thousand, the average operator will spend hours of precious time looking into the merits of a new machine, or listening patiently to the exploitation of a new cup grease or belt by some eloquent and persuasive "knight of the grip," and then turn right around and quote a ridiculous price on some well-selling standard item of production without batting an eye-lash.

In candid truth let is be known that most of us handle our correspondence, develop our markets and select our customers with about as much expenditure of judgment as we would exhibit in buying a baby Irish lace collar at a department store bargain sale. We treat the sales department—the most vital feature of our business—as a side line. We half-heartedly keep in touch with the pulse of the market and we let some clerk handle sales problems that the best of us could well afford to sleep over and then weigh again and again in the delicate balances of our most discriminative judgment.

With this condition prevalent, let us see how to remedy it in slight degree at least, and let us all take off our hats to the real lumber merchant, the balance wheel of the lumber business and the shrewd judge and dictator of lumber values—the legitimate wholesale jobber. It seems logical to predicate this analysis of a producer's sales cost on the theory that at a manufacturing plant, the sales problem begins when the lumber is completely manufactured and either put on skids for immediate shipment or into piles for curing. From such a beginning until the sale has been made and the account collected in full, the accruing costs of disposition are strictly sales costs.

Right in the beginning, therefore, comes the problem of determining whether the product shall be sold green or dry. This involves consideration of deterioration, shrinkage, insurance, interest, yarding, etc., also extra freight charges, offsetting to a degree the other savings. How many of us have this data in black and white, as the result of carefully collected and compiled statistics, and if we do not know, why should we not, through this organization, take steps at once to know, thoroughly and definitely, just what the true facts are concerning the marketing of any certain hardwood item in its green state and in varying stages of merchantable dryness.

The basis—the foundation rock of every successful business—is "satisfied customers." Is it not illogical that the practical executive, therefore, should depend entirely upon his salesman's reports, or his correspondence, to bring about the closest possible relationship with his consuming trade?

The successful jobber specializes on personal contact with his customer, and we producers, who sell the wholesaler at a price that his definite and specific knowledge enables him in turn to advance to the consumer, must acknowledge the effectiveness of his methods. Of course, lack of time will be pleaded in answer to this charge of neglecting to know at first hand the specific problems, likes and dislikes, of the consumer, but an executive's time is worth what it saves in money, and an annual visit to every consumer's plant, cost what it may, will bring about such a clearer understanding of the consumer's needs, his personal attitude and prejudices and his general point of view, that the wheels of relationship thus greased will turn infinitely smoother than would be possible where no such perfect understanding existed.

I know of one concern that, under this method, adjusted all claims on a $450,000 business last year with a loss of less than one-third of one per cent, and with absolutely no loss in prestige. This firm spends money to hold its old time-tried trade, and by the injection of personality into its sales methods has largely drawn itself out of the field of competition as far as money values are concerned. Its trade is content to pay top market prices in return for absolutely satisfactory and trustworthy service.

For the operator, especially one specializing on any certain wood, advertising is a legitimate sales expense. Too many of us look upon our advertising appropriation as a sort of charity fund, to be expended as the whims of fancy dictate. Let us right about face and meet the real situation. Marketing problems are made easier as demand is fostered and built up. The manufacturers of the multitude of substitutes recognize this fact and necessity is making the lumberman see it, too. Let us resolve to vigorously combat the encroachment of substitutes and to treat our advertising as a real sales expense, a legitimate item in the cost of moving our lumber. We must, individually and in concerted manner, tell the great consuming public what we lumbermen have for it, and why our product is better than the substitutes which "blare and glare" advertising methods have forced into the limelight to dim and belittle the great staple of human dependence which we make and which has, more than any one other factor, served to civilize man and to make him comfortable and contented.

With conflagrations reducing so-called "fireproof" structures to ghastly ruins, with railway claim departments paying out vast sums for damages on paper-packed shipments and with all of the numberless examples of failure exhibited by substitutes for wood, it will not be a difficult task to convince the big fair-minded, thinking public of the fallacy of substitutes for lumber.

Our sales costs properly include insurance on the lumber in pile. Here we have a problem that intelligent study by lumbermen has already solved for us. Strong inter-insurance organizations, acting through attorneys and directed by groups of shrewd, practical lumbermen, make it possible for the operator to carry insurance at actual cost. The plan is beyond its experimental stage and no producer can afford to carry high-priced "old line" insurance with this oppor-

way of saving right at hand.

It is said that only two things are certain, death and taxes, but it seems logical to add interest to that list. The sales policy which does not contemplate moving stock when it is properly conditioned, treats interest with disdain, and interest is the successful man's most tried and true friend. If lumber ready to market is worth $50 today, in six months it should be worth $51.50, and if sold for less we can not figure the difference as anything but a sales cost. The lumber was ready, the market was somewhere and it was a sales problem to find it. Failing in this the accruing interest becomes a sales cost. Therefore, it seems quite evident that the maintenance of well-balanced stocks, properly seasoned but not excessively old, is a sales problem that involves a very definite ratio of changing sales costs.

Just as in the marketing of any retail line of merchandise we must have clearing sales occasionally and thus keep our stocks clean and well-balanced. The sacrifice in values of these occasional lots is made up by the absence of odds and ends that confuse the sales problems and hamper the activities of the operating department.

Deterioration that can be prevented is a sales cost. To make sure that all piles partly loaded out are recovered, that lay-outs are properly classified and restacked, that accurate records are kept of these lay-outs and that these odd items are disposed of properly, really should be problems for the sales manager to work out.

Grading rules will serve to standardize the work of an inspection force and define a clear agreement of sale to the customer, but at every mill a vast amount of waste material, special items, etc., accumulates and this under proper sales methods can be made to show a good profit instead of a loss. It takes time, thought and money to develop these special markets, but the returns justify the trouble and expense.

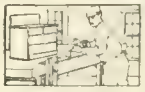
The inspection of lumber, if properly done by a well instructed, well paid and enthusiastic force, is a sales cost that justifies the outlay and saves many dollars and much complication in adjustments. The sales policy is a winner which provides for a corps of high class inspectors and then schools them in all the details of relationship with the customer which will serve to satisfy him. Is it not the height of folly to save a few dollars monthly by hiring incompetent and uneducated inspectors who pass in final judgment on the values of hundreds of dollars' worth of our commodity daily? It often happens that an error in judgment which includes in a car four or five line boards that for some special reason are particularly objectionable to the customer, will open a controversy that ends in the loss of a valuable customer. It pays to buy the right kind of judgment for this job.

This brings us down to a point in sales cost, the consideration of which is responsible for most of our gray hairs and furrowed brows—credit. Credit is the measure of our confidence in the integrity of our customers and of course it is the most potent problem that confronts us. A sales loss is a sales cost, and nine-tenths of the losses in our business could be avoided by a firm credit stand. We must study our ledgers, punch up the slow accounts, and if they continue slow, ruthlessly weed them out. If a man's banker will not loan him money to finance his business, it is a good precedent for us to follow and he should not be allowed to prevail on us for excessive credit favors. If more of us would have the nerve to keep our lumber when we can not trade it for real money, one big item of the ordinary manufacturer's selling cost would be minimized considerably.

This sales managers' association, occupying an absolutely unique position in the scope of its purposes, is the very best possible proof that there has recently been a decided change of heart among producers. The sales problem is to be scientifically dissected, analyzed and rebuilt in a good many otherwise perfect organizations, and this association's meetings will be the forum where results will be compared. Let us all be frank, one with the other, discuss our problems, take and give advice honestly, and show that we all believe in the new slogan which has recently been flung to the breeze—"Co-operation, not competition, is the life of trade." Thus will positive good result from our efforts and the one weak link in the chain of lumber merchandising be eliminated in the passing of the board peddler and the advent of the scientific, certain and intelligent lumber specialist.



Utilization of Hardwoods



ARTICLE FIFTY-SIX

AEROPLANES

It is a safe statement to assert that no other industry in all history has advanced as rapidly as the manufacture of aeroplanes. The art of air locomotion is of course as yet in its infancy, but it has cut its eye teeth, and is beginning to show signs of what a big husky boy it will be almost before Father Time is aware of it. The aeroplane has reached a stage in its development where it can no longer be regarded as a toy, but as a real commercial asset of the near future. One can hardly realize, in recalling the altitude of 11,070 feet attained by Beachey during the Chicago aviation meet last summer, that it was scarcely three years previous when the height record of about sixty-seven feet was considered marvelous. No less than $4,000,000 was appropriated by the French government in last month's budget for the establishment of aeroplane corps at every military depot in the country, and this expenditure came merely as an





TWO TYPES OF AEROPLANES SHOWING WOODWORK USED IN THEIR CONSTRUCTION

offset to a similar move on the part of Germany a short time earlier. Since the attention of the War Department has become focused upon aeroplanes, aviation has ceased to be merely a hair-brained pastime. Commerce, even, now waits upon it as an additional factor in transportation.

In America alone during 1911 no less than 750 aeroplanes were built, and of these 200 were the product of twelve manufacturers. As many as 434 purchases of propellers were made, it being estimated that each machine utilizes at least five, owing to the liability of breakage. In Europe five manufacturing concerns alone produced 813 machines, and seventeen firms turned out 1,300 of them. It is estimated from accurate statistics that the year 1912 will see more than 1,600 aeroplanes turned out in France alone, and that America will not be far behind.

Up to the present time America has been rather laggard in its patronage of aeronautics, aeroplanes being used merely for exhibitions and advertising purposes. The advent of the hydro-aeroplane, and its comparative safety in use, however, is gradually turning the amateur sportsman toward aviation, and A. P. McArthur of the Standard Aviation Company of Chicago is quoted in saying that in ten or fifteen years we will see the manufacture of aeroplanes passing even the automobile business. That this statement is not without a sound basis is to be seen in the fact that The Burgess Company & Curtiss in April, 1911, had already sold every machine they could possibly turn out before the end of September, and that with an output of more than eight aeroplanes per week, costing between three and four thousand dollars apiece, depending upon the type of engine used. Other concerns everywhere have been equally busy, to say nothing of all the experimental work being done by private individual builders. Letters from all the leading American manufacturers agree in asserting that the supply is much below the demand for their products.

It is a significant fact for the future commercialization of the aeroplane that the industry has become highly specialized. All the parts are now no longer manufactured by a single concern. The motors come from one firm, the steel tubing and aero-wire from another. The Goodyear Rubber Company now has a special machine for the manufacture of rubberized cloth with which to cover the planes; the Raqua-Gibson Company is the manufacturer solely of propellers. Still other companies deal only in the wooden parts.

This brief resumé of the present status of the aeroplane industry in this country should suffice to show lumbermen the opening up of a virgin field wherein to dispose of some of their most select stock at gratifying prices. This statement is made advisably, for the wood used in aeronautical works is of the most vital importance in determining the margin of safety to the aeronaut. The physical properties of the various kinds of lumber used is always the first consideration of the manufacturer.

Careful judgment in the selection of wood for aeroplane bodies must be exercised by the constructor. He requires the most select lumber obtainable. Air-dried, rather than kiln-dried, stock is always demanded. Here the attention is no longer mainly directed to beauty of figure, but rather to straightness of grain, and total freedom from knots. It is essential that the grain be continuous throughout the length of the stick, and without "running out" at any point, whereby it would be more liable to break under severe strain. The aeroplane builder does not seek for lumber that is easy to work, or that will withstand exposure. He prizes the wood that can the best endure extreme stress, since it is upon this quality that the aeronaut's life must depend. The ratio of strength to weight is the determining factor in deciding the kind of lumber to be specified.

So far aeroplane manufacturers have almost universally utilized the same kinds of woods in the construction of their machines. The main outriggers carrying the tail, as in the well-known Farman type of machine, are usually of straight-grained ash, and the outrigger carrying the elevator of some light, resilient wood such as spruce. The framework rudders, and uprights bearing the engine or forming the engine bed, are also generally of selected ash. Spruce is the wood of which the struts (upright wing-bars) are usually made, while the skids on the upcurving ends of which the alighting wheels are fixed, are ash sticks about ten feet in length and of specially selected stock. In many cases the under-chassis and the plane cloth supports are of steel tubing, but this does not seem to answer the purpose very well, as it bends almost imperceptibly, and thus weakens the flying gear, tending to imperil the life of the aeronaut, before he is even aware of his danger.

The motor, or engine is, of course, the heaviest portion of an aeroplane and precipitates a pressure of about 1,000 pounds. It is essential that the weight of the air craft be kept at the minimum, and yet the structure of the engine box and frame-ribs must be such as will without question stand the strain they are made to bear. Manufacturers have solved this problem by laminating two-inch sticks of clear straight-grained ash and spruce alternately. This combination divides the stress, preventing it from falling in full force upon the grain of either wood, and the glue holding the pieces together gives the laminated ribs an added stability. The engine bed runs about four and a half feet from strut to strut, lengthwise of the aeroplane; is about four inches high and two inches thick. The heavy motor is bolted securely to it.

The propellers (one of the most important parts of an aeroplane) are likewise of laminated construction, both mahogany and ash being used alternately with spruce. These propellers vary from four and a half to nine feet in length, weigh about twelve pounds, and cost between fifty and sixty dollars each. There is necessarily a great waste of lumber in their manufacture, owing to the shaping requirements. The American Aeroplane Manufacturing Company estimates that out of a 2"x10" plank, 16 feet long, it can actually cut only three pieces four and a half feet long and 2"x6" in dimension. The lumber going into an aeroplane costs about $100.

There are a large number of reputable aeroplane manufacturers in this country, and they are at all times anxious to get in touch with lumbermen able to provide the high-grade stock which they constantly require. It may not be amiss in closing this article to list some of the most prominent concerns in the industry for the mutual benefit of themselves and those lumbermen who may wish to try out this new field of exploiting their product. The list of American manufacturers follows:

The Wright Company, Dayton, O.
The Curtiss Company, Hammondsport, N. Y.
The Burgess Company & Curtiss, Marblehead, Mass.
The American Aeroplane Manufacturing Company, Chicago.
Benoist Aerocraft Company, St. Louis, Mo.
Clayton & Craig Company, Boston, Mass.
Hamilton Aeroplane Manufacturing Company, Seattle, Wash.
Western Aeroplane Manufacturing Company, Chicago, Ill.
Standard Aviation Company, Chicago, Ill.
Sloan Aeroplane Company, 1735 Broadway, New York City. (Propellers and supplies only.)
Moisant Company, Times building, New York City.
New York Aeronautical Supply Co., 50 Broadway, New York City.
Raqua-Gibson Company. 906 Eleventh avenue, New York City.
American Aeroplane Supply House, Hempstead, L. I.
American Propellor Company, Washington, D. C.
C. & A. Witteman, Staten Island, N. Y.

In High Appreciation

If there is any one thing that appeals to the heart of an editor, it is an evidence of appreciation of the contents of the publications for which he stands editorially responsible.

It is the custom of HARDWOOD RECORD to print enough extra copies of each issue to practically exhaust its quota under the second-class mail privilege of ten per cent that may be sent out under the pound rate. These papers are usually distributed in soliciting new subscribers. In publishing the edition of January 25 this rule was not varied, and there were printed seven hundred and fifty-two copies beyond the regular requirements of the subscription list. The distribution of this number in a miscellaneous way was not attained, for the reason that orders were received for copies by various institutions interested in the article entitled "The Wood Substitute Game" considerably in excess of the extra number.

Trade Paper Advertising

Editor's Note

The following paper on the subject of Trade Paper Advertising and Its Possibilities, was delivered at the recent Chicago meeting of the Lumber Sales Managers' Association, by Herbert E. Sumner of the Sumner Lumber Company, New York, N. Y. Mr. Sumner has made a special study of trade paper advertising, and his "copy" is regarded as the best that has ever been handled in connection with the scientific exploitation of lumber. Mr. Sumner's analysis and deductions of the possibilities of trade newspaper advertising should be read and analyzed by everyone interested in the marketing of this product.

Your committee has been kind enough to give me a little time to talk on the subject of publicity and advertising in connection with the lumber business.

Generally defined, advertising means selling through publicity. There are two divisions of the subject and advertisements are either reminding or informing. The reminding advertisement is nothing more than the name of the firm and the list of products. The informing advertisement is one that gives all the information and presents it in a way that insures that it will attract attention, create interest, then desire and finally closes in such a way as to impel the reader to take some action in regard to it. These are the functions of a selling advertisement, which, in turn, is nothing more than salesmanship in print.

As one of the leading advertising men of today expresses it, "The effectiveness of an advertisement increases in the ratio that it conveys definite information and interprets that information in terms of the consumer's interest."



HERBERT E. SUMNER, NEW YORK, N. Y.

That expression represents the new idea of advertising. The old idea of advertising was simply to put the name of the product and some such phrase as "Best in the World," "None like it," "Universally endorsed" and so on. But the new advertisements give all reasonable information and put it right up to the reader to know the facts and then to decide for himself.

You will observe that the latter style is the evolution of general business experience and the one most likely to remain. And you will observe that the old way is giving way to the new way under the pressure of competition because the new way sells more goods.

Of all the fields of advertising, that of trade-paper is the most undeveloped. A great many manufacturers in all lines today are beginning to realize that they have been wasting the space that they have been carrying for years—in other words, they thought by putting their name and the name of their product in the center of white space, that it would bring them results. You know the result of this—it never has paid and never will. This is true of the lumber papers more so than any other. Who is to blame for this condition? Certainly not the papers themselves, for they have talked "change of copy" ever since they solicited advertising. In fact, the lumber trade papers today, with one or two exceptions, are nothing more than trade-directories.

The chief fault with lumber advertisements is that they do not give the essential information. One manufacturer asserts that he has fine quartered oak. The buyer who reads that advertisement, unless of course he has had stock from the advertiser, has to guess why it is fine and generally doesn't take time to do it, but places his inquiries for prices with people who give the information. Lumber advertisements should give the buyer such information as he would receive if he came to the manufacturer's headquarters to buy.

Suppose John Jones & Co., of Memphis, Tenn., have an unusually wide run of quartered oak to sell. Their name and the word quartered oak in a quarter-page will not sell it or even create inquiries. But suppose they take a quarter page and head it "Unusually wide run of Quartered Oak" and go on to say that here is 50,000 feet of 1 inch 1s and 2s Quartered White Oak band-sawn, good plump thickness, over a year dry; that it contains at least 15% to 20% of 10 inch and up wide and fully 40 per cent of 14 feet and 16 feet. That it is real white oak cut from choice logs and contains nicely figured stock, yet the price was no more than for ordinary run, don't you suppose any buyer interested in quartered oak would be impelled, by the closing of that ad that there was only 50,000 feet of this stock for sale and to wire at our expense if interested, to get in touch with John Jones & Co.?

That is the kind of advertising that is going to get results. Have you ever stopped to think of the economic side of trade-paper advertising? Take one of our hardwood papers for instance: Its circulation is 12,000 copies. It reaches principally the furniture manufacturers, trim mills and hardwood lumber buyers in general. Strike off 50 per cent of that circulation, allowing this amount for people not interested and advertisements not seen. In other words, let us suppose that the advertisement is only read by 6,000 people. A quarter page for twenty-four issues will cost about $275 per year. That space if used in the right way will create interest and sales for you. Now the other side of the question.

Do you know what it would cost to write a letter or put a stock-sheet before 6,000 people every two weeks for a year? It totals yearly $3,000, not counting the cost of paper, envelopes, stenographers or printers' time and minor expenses. In other words, nearly twelve times the cost of advertising.

The same story you put in a letter or the stock that you offer with description can be put in a quarter page of a good trade paper. You can reach any trade you want by chosing the paper going to that class of trade.

A certain manufacturer of quartered oak came out with some very good advertisements of his products awhile ago and ran these ads for quite a time. The ads were good and should have brought results, but he overlooked one important factor. He used papers that went almost entirely to lumber producers with hardly a consumer or re-manufacturer on the circulation list. Had he stopped to consider into whose hands these papers went, he would have saved considerable money and time. As my topic covers general publicity, there are one or two more points I want to bring out.

Manufacturers are generally neglectful of a most important branch of advertising. The editors of trade-paper publications are usually glad to publish items of real interest to their readers and especially ones that describe new methods of manufacture, time saving devices, and so on. It is rarely that the advertiser prepares just the kind of items or instructive articles that an editor wants. Ninety-nine advertisers out of a hundred seem to think that the item of the "puff" style, full of compliments to themselves or their products, is the only kind worth getting into print. The result is that the editors are flooded with copy and requests for free reading notices most of which are such thinly veiled-self-praising advertisements that a concientious editor hesitates to publish them and the reader feels that he has been tricked when he reads one. I don't mean to say that an advertisement in reading-notice style is not effective. Such advertisements are effective; but they should not be masqueraded as news items nor should they be made to take the place of the real news item or instructive article. The reading

notice advertisement is a plain advertisement set in the same style as reading matter. The puff is supposed to represent the view of the editor or some disinterested writer and is filled with praise; however, it deceives but few people. The real news item contains some interesting information and perhaps illustration, and tells the reader something without making him feel that he is reading an advertisement.

I notice that most of the manufacturers are now enclosing with their letters a small-stock sheet which is re-printed from some stock book. This is a good idea and is generally termed a "mail-stuffer." Sometimes it is a good idea to continue a series of mail-stuffers, striving for a variety, so that people who receive them, especially the consumers, will note the change and be interested in the different products. For instance, when I ran a series of advertisements of gum, I had the papers send me an electrotype of the advertisement after it was run. Then a printer would run off a thousand copies of each. As a new advertisement appeared every two weeks, the customers soon began to look for these mail-stuffers to see the new ideas we brought out. Last year I carried out a small campaign on gum lumber for my old firm. I used papers that went to the furniture manufacturers and trim mills exclusively. Some ads were merely to show how the lumber was manufactured. Others suggested a certain thickness and grade of gum for a certain purpose. Our advertising appropriation was less than a thousand dollars yet our sales on gum for the year were three times that of previous years. We were not manufacturers ourselves, but were supplied by four mills in Arkansas. These manufacturers had many and many a talking point which they themselves had failed to make known. For instance, at one mill they were re-piling their lumber three times in drying, supposedly to prevent checking. The soda-bath was used at another mill and while it may or may not have done any good to sap gum, at the same time it was a good selling point and at that time a new one. At another mill they cut their gum nearly 2¼ inches thick and then resawed it. When dry this stock was over an inch in thickness. Here was another good point for the man who wanted plump thickness. These are the little selling-points that count, especially if brought out in a good advertisement.

Too many advertisers fail to take into account the fact that advertising is education. Education takes time and few advertising campaigns can ever be made successful unless sufficient time is given to obtain the results from education.

There is one selling point which so far only two manufacturers have used. That point is "service." Everything else being equal, and sometimes even at a higher price, the man who ships when he says he will, gets the business. One poplar manufacturer states on his stock-list, "We can ship on one day's notice," Yet his advertisement on the cover of a trade paper says nothing about this service. Gentlemen, do you realize how concrete and other wood-substitutes are gaining ground and how they are cutting into the sales of lumber? Steel and concrete buildings, metal trim and doors, concrete and steel poles, metal furniture, asbestos shingles, are among the products taking the place of wood everywhere, even plaster board instead of laths and plaster. How did the manufacturers of these products get the hold on the trade they have? The answer is simple—by advertising direct to the consumer in magazines, weeklies and newspapers and educating the people to their products. In other words, creating a demand on the retailer that worked back through the natural trade-channels to the manufacturer. Then they used trade papers to tell that trade what was being done to create a demand and where these products could be secured.

The live-wire manufacturer today is the one that is quick to take advantage of anything that will help boost his sales. The day after the Equitable Building burned, a certain telephone company, making a fireproof, waterproof and gasproof telephone, ran full page ads, showing how their system and telephone came through the fire unharmed. The makers of fireproof construction material were among those who embraced their opportunity. Even the makers of fireproofed wood were among the number, but claimed that fire-proofed wood was even superior to metal doors and trim and then gave the reasons. Educational advertising again. I fancy I hear some of you say, "Advertising is all right for handled goods and staples, but it won't do in the lumber business."



Tales of the Trade



TOOK NO CHANCES ON DAD'S CHECK

Many of the friends of E. Payson Smith of Minneapolis, one of the leading hardwood jobbers of the Northwest, are chuckling over the sagacity and foresightedness of his youngest daughter, with whom her father recently had the following experience:

Mr. Smith being a little short of change at home, made a raid on Gertrude's bank, giving the child a check to cover the amount abstracted. On returning home at night he noticed that there was a spot of ink on her apron, and upon asking her how she had acquired it, was informed that this happened while "signing the check." Further investigation developed that she had immediately endorsed the check, gone to the neighboring drug store and had it cashed, desiring to get the money while it was good.

Thus it may be seen that the traits of the fathers are visited upon the children.

STOPPING A RUNAWAY

It is reported, on good authority, that F. R. Bartelme of Minneapolis, was recently walking along one of the streets of that city, intently figuring on how he could sell a few cars of high or low-grade hardwood, when he noticed a large touring car in front of one of the prominent buildings, slowly moving but entirely unoccupied. Mr. Bartelme, with the spirit of a hero jumped on the running board and promptly set the brake; whereupon the owner appeared from behind the car, demanding an explanation, as it seems that he was pushing it down the street for a few feet. Mr. Bartelme now declares himself definitely out of the hero class and wouldn't undertake to stop even a runaway lumber order.

SOME HAMILTON AT SUNDAY SCHOOL

A friend, a number of years ago when he first arrived in Minneapolis, attended services at one of the smaller churches in the city and noticed that P. R. Hamilton of the Minneapolis Lumber Company seemed to be the leading article in the choir, and an invitation to stay to Sunday School being accepted, the fact developed that P. R. Hamilton was also superintendent of this institution. Upon being requested to teach a class and accepting, he found himself in the midst of about eight girls of different ages, and securing an immediate acquaintance, the further fact came to light that about six of the eight bore the name of Hamilton.

This is another instance of not hiding your light under a bushel.

TOO STRONG HORSE TALK

The story is told of A. H. Barnard, the Minneapolis hardwood man, who, by the way, has never acquired the automobile habit and is a great lover of horses, that when petting and grooming one of his thoroughbreds, he was approached by a stranger who asked him the price of the animal. Mr. Barnard with much pride, pointed out all the good points of the beast, assuring his inquirer that he was one of the very best to be had and setting the price somewhere between $500.00 and $1,000.00. After the stranger satisfied himself fully as to the wonderful qualities and high value of the horse, greatly to the owner's dismay, he gravely informed Mr. Barnard that he was the tax assessor. Whereupon the animal's value took a sudden decline. Barnard says the top value he places on any horse after this is $30.00.

Education of the Salesman

Editor's Note

The following address was presented at the recent meeting of the Lumber Sales Managers' Association, by E M Holland, sales manager of the Stearns Salt & Lumber Company, Ludington, Mich. Beyond question it is the most logical, forceful and instructive paper on the subject of the training and handling of the salesman that has ever been presented at a lumber convention and its careful reading is commended to every lumberman interested in the sales department of the business.

My subject is about as broad as the manufacture of the product we sell, and opinions on same doubtless as different. It is a subject on which I could create an open discussion when I am through, as I think the trading of ideas would help wonderfully to cope with same. To illustrate to some extent I am going to relate two observations made while I was at the head of the selling staff. We had three men on the road steadily—one sold a large amount of goods, but had the extreme misfortune of having a great number of complaints on same after shipment; the second sold even a larger quantity of goods at higher average prices and rarely had any trouble; the third was extremely unfortunate in closing his contracts. He could get business well started, but for some unaccountable reason could not close a deal and seemed to feel he never, either invariably had to assist him. This weakness caused him to be a poor business getter. The first mentioned salesman did not know one grade or kind of lumber from another, hence unintelligent sales. The second could inspect and tally lumber as well as anyone, understood manufacture thoroughly and could impress his clients with the fact that he knew his business. The third knew the lumber business from a manufacturing standpoint, but he could not give his customers an intelligent idea or description of what he had to sell—at least to a sufficient extent to warrant their placing their business with him.



E. M. HOLLAND, LUDINGTON, MICH.

Later we engaged two more salesmen, with the result that we secured one good traveling man and one fair cocktail absorber. Our traveling man always had the same hardluck story. I often wondered why he was not provided with printed blanks, the beginning or ending of which was "Business is rotten." The other usually secured a reasonable number of orders, but largely from our poor paying friends, about ninety per cent of the time off the list, and never an order from a good, responsible concern.

The results just cited often made me ask myself, "Why doesn't Jones' business go through? Why does Smith sell so much and have so few complaints?" "Why could not our third friend close his deals without assistance from the office? Why could not our traveling man friend get orders when all lines of business seemed good, mill running full blast, correspondence orders coming in freely? Why could not our 'Jolly good fellow' get some respresentative trade and the higher standard of business that goes with it?" Simply a lack of the proper education on the part of three and wrong vocation on the part of one out of the five mentioned. Nothing struck me so forcibly as when we figured each one's cost per thousand dollars' worth of business. The comparison was astonishing.

Simmering the facts down, it meant that the salesman must know his own business first; to like it, to eat it, to dream it, and to live it. To do so he must begin at its source and follow it to the end. When he has to a degree mastered his own business, he must learn his customers' also, and know his customers' weaknesses, whatever they might be—make his customer his personal friend—indulge him in his [illegible] to be kind to him, but above all, gain the implicit confidence of his customer by knowing his customer's business; help him and help himself; give the proper suggestions at the proper time; get him to experiment a little—put up his ideas in such a manner that his customer will feel he is being done a kindness and can [illegible] to consult his best not to misrepresent the [illegible] "As a matter of fact [illegible] effect on other than an under-estimated one. To illustrate: Selling goods at a fixed price that represents profit to your house is salesmanship, but the man who is constantly cutting prices and seeking ways and means by which he can secure orders by manipulating and misrepresentation, contrary to the rules of his house, is not a salesman, and he will not only prove a disappointment to his customer, but to both his company and himself as well. Never misrepresent your goods; when it becomes necessary to do so, it is time to quit the business, or secure another line that does not require misrepresentation. WE ALL MAKE MISTAKES, BUT THE MAN WHO PERSISTS IN MAKING THEM EITHER IS A FOOL OR DISHONEST. We are employed to represent our company, not to misrepresent it. IF YOU ARE RIGHT YOU CAN PROVE IT; IF YOU CAN'T THE CHANCES ARE THAT YOU ARE NOT RIGHT.

You will find a great number of traveling salesmen who will usually consume their customer's time talking baseball, politics, aeroplanes, etc., instead of getting down to business after a reasonable greeting. This is the fault of a great many. They must learn to be a character reader to some extent. Some buyers are pleased with this method, but most of them now-a-days are too busy to see you at all, to say nothing of having time for gossip. Also when a man is in a bad humor he should be given time to get over it. Get out, then call again. A lunch or night's sleep is likely to work like the sun after a heavy rain. He may be as glad to see you when you return as he was grouchy the day before. This will be the time to make the most of your visit. Try to show him that you have something that would be worth his investigation; interest him with what you have; give him a word picture of same and if you are not successful in closing, you will have left an impression that will work out its own salvation.

A good plan on the part of the sales managers is to have their men visit the plant as often as possible, giving them opportunity to refresh their memories, and at that time go over every detail in regard to their territory. Make them ask questions, and in turn riddle them with a rapid fire yourself. Make them explain their experience with this buyer and that buyer. What does he think of us? Are you of the opinion you can command a share of his business? What indications do you see that tend that way? How many times has he turned you down? Are you sure he has not bought anything in our line since you first called? What does he think of you? This gets results and you can readily see whether or not the territory is being covered properly. Another thing—be sure that your salesman has his prices and stocks put up to him intelligently. This is a fault usually laid at the door of the salesman, when in fact, most of the sales managers leave half to be guessed at. Salesman should have lists gotten up in such a manner that they could memorize the greater portion of them. Did you ever see a salesman with about a hundred pages of dope like this? Nothing gets on the nerves of a buyer so much as to have to wait from one to three minutes while a salesman runs through this distorted heap of papers trying to find something that should be at the tip of his tongue or easy of access. Just a little help along this line would work wonders with your men.

Another good plan on the part of the sales manager is to send his men a weekly letter, giving a synopsis of the week's business, [illegible] suggestions, and above all, a little "salve"

or soft soap should the week be particularly bad and a slap or two on the back when he has done well. A little along this line does not spoil quite as quickly as the cold blooded manner. You must remember that a good salesman is usually proud and sensitive and a poor man is devoid of both these feelings.

To get your men to learn their customers' business is probably as hard as any part of the trade. Friendship with his customer is where he is going to make good. You will find all firms use this, that and the other kind of stock, as the agencies give all this data it is part of their business. We can buy this information, but you will find it is another matter to sell these same manufacturers their requirements. Usually a buyer is glad to see a good salesman, particularly when he knows he is interesting and of benefit. He is proud to take his friend through his plant and show him what he has. This is the time or one of the times for the salesman's brain to work. His eyes and ears should be open and a picture of what he sees should be stamped indelibly on his mind as he will find a great many opportunities for its use later. I wish to make one positive statement in this regard which comes home to myself. In going back over every day I have traveled, I find I have never failed to sell where I have had the privilege of going through my friends' plants, nor failed to offer some suggestions for betterment when I saw opportunity for it—ideas how best to obtain material adapted for special work. You realize a man making what a factory terms "sheet stock" does not want long, narrow cuts and strips, and a manufacturer making long turnings does not want short panel cuttings. This is the way I have often moved low-grade lumber when my friends could not use anything but No. 1 common and better. The low grade was made to fit the purpose. It is indeed surprising what a saving you can make for your buyer friend and yet make more money yourself. You realize no charity is real charity unless you get something in return.

I am now getting down to one of the real reasons why men who have ability do not make good under certain sales managers and office managers. Unfortunately some sales managers persist in competition with their own salesmen. They are always building up themselves and make their own men root over ground they have already gone over and taken what they could by correspondence. They rarely, if ever, see their salesmen, and never write an encouraging letter. I know of several cases where sealesmen leave their own mail or phone address to be insured that the order will not be sent in direct and "gobbled up" by the sales manager and credited to office solicitation. How ridiculous! Do you think that a sales manager who does this is broad enough to make his firm's business larger? How can he hope to do so when the competition is mostly with his own salesmen. I believe every broad-minded manufacturer is, and always has been, willing to credit his sales manager with all the business, whether sold through traveling salesman, journal advertising or direct solicitation by correspondence. Is it not better for the sales manager to give the credit for all that is taken from his salesman's territory to him? I find that this is the greatest producer of hard work on the part of my salesmen and have tried many other ways. Have also had it suggested to me by different ones that I would be making drones of my men, but will take chances as long as I have my hand on the tiller and know where the bark is going. When I find my men slowing up they will soon hear what I have to say, just as quickly as I would compliment them when they are doing good work. One man who had worked for our firm a short time was very much surprised to have me ask him to send in his order for such and such a car or cargo for Messrs. So and So, in order that his order file could be kept properly. He stated he was never used to having a kindness done him in this manner. Has it spoiled him? No, not very much. He is worth triple, if not four times what he was worth to us when he first started. It has given him greater confidence; he is perfectly willing to trust me in anything and he can rest assured that I would not injure him in any way but would be more inclined to help him. Consequently he works harder, and the harder he works the more benefit does the firm derive.

Another plan I have found good is an occasional trip to call on the trade in company with the salesman, giving the customer a little further acquaintance with those with whom he corresponds, and a good word or two from you to the salesman in the customer's presence. You would be surprised to find how it helps to inspire confidence all round.

I could go on possibly indefinitely with ideas such as I have already set forth, but my time was first limited to ten mintes and then extended to twelve so it is now time to quit. Before doing so, let me caution you, all our members, that the sales manager must be the teacher to some extent, and let him be very careful that he co-operates and treats his selesmen as he would like to be treated. In building up his men, he will find he will also build up himself and his firm. I thank you.

A Hotel Man of Size

[illegible] E. Babcock of Pittsburgh, president of the National Wholesale Lumber Dealers' Association, is, obviously, a big man. His position with Babcock lumber interests, not to mention the presidency of the big lumber association and the Pittsburgh Chamber of Commerce, would indicate even to the most casual of casual observers that Mr. Babcock is a person of importance, while his size and general athletic appearance suggest to the sportively inclined that with a few years off, he could easily enter the list of "white hopes."

Not many weeks ago the president of the National association was in Louisville. He was attending a meeting of officers of that body and members of the Louisville Hardwood Club for the purpose of discussing plans for the annual convention to be held in the Kentucky metropolis, March 6 and 7. Incidentally they decided to call in the head of the hotel where the meeting is to take place, the Seelbach, and interview him as to the available quantity of Extra Dry and other essentials for the banquet scheduled for March 6.

Louis Seelbach of Seelbach Freres (or shall we say Seelbach Brüder?) consequently appeared for the consultation. The gentlemen in the room rose to be introduced to the genial boniface, and Mr. Babcock stepped forward to shake hands. The big Pittsburgher was somewhat taken aback when he was forced to look up into space in order to see the features of the hotel man, whose head, while it did not touch the ceiling, was certainly up among the chandeliers somewhere.

"Glad to know you, Mr. Seelbach," said the lumberman, as he regained his chair. During the rest of the meeting he gave more than ordinary attention to the hotel proprietor, whose outline, to strangers, is nothing short of awful, taking that word in its purest dictionary meaning.

It is hardly to be expected that a man of the physical proportions of Mr. Babcock would not be surprised at being put tete a tete with the eldest of the Seelbach brothers. The latter is a giant, without straining the word. Roughly, he is seven feet tall, approximately four feet wide, and in the neighborhood of two feet thick, and has an avoirdupois, according to one of the latest models of the Fairbanks scales, of something like 400 pounds. His hand is large enough to enclose the flipper of the average lumberman in such a complete manner as to make the hardwood exponent wonder whether he would ever be able to recover the member, while his expansive and genial features are usually shaped into a smile which speaks of sincere good-nature.

Mr. Seelbach, as suggested, is a big man, and while his bigness, other than that of body, has expressed itself in terms of hotels instead of lumber, those in the trade recognize his ability. Lumbermen who attend the convention in March will have an opportunity of seeing Mr. Seelbach, and are invited to get actual measurements and compare them with those just quoted.

When the satellites of the National Wholesale Lumber Dealers' Association get down to Louisville for their big convention on March 6 and 7, they will have the opportunity of seeing not only the biggest, but one of the best hotel men in the world. He is the boniface of the Seelbach, where the association will make its headquarters during the convention.

Cost of Marketing Lumber

Editor's Note

The following paper on the Cost of Merchandising Lumber, from a jobber's viewpoint, was delivered by J. W. Taylor, president of the Domestic Lumber Company, Columbus, Ohio, at the recent Chicago meeting of the Lumber Sales Managers' Association. Mr. Taylor has the reputation of being one of the most painstaking and astute merchants in hardwood lumber in the country, and what he has to say on the subject of merchandising cost is backed by the authority of experience and business history. It may be thought that some of Mr. Taylor's observations and deductions are radical, but the facts that he presents are certainly based on wide experience. There is a lot of meat in his story, that should be thought out carefully by many people interested in the wholesale purchase and sale of hardwoods.

Your program committee has put me down for a short talk on the subject of cost of merchandising lumber, and underscored the word "short." Wish that they had chosen a real lumber merchant to handle this subject. I will work along the lines of easiest resistance and therefore it is easier to recite how to not merchandise lumber at a proper basis of cost than it is to merchandise lumber at a proper basis of cost. I shall express only my own individual opinions; they will not represent the opinions of any company, person or association, but will represent my own, and I hope to God that I can convince one or more men, in connection with one of the largest industries on this continent, that there are many things that are radically wrong in connection with the cost of conducting our business that need remedying, and none that can not be remedied by united intelligent effort.



J. W. TAYLOR, COLUMBUS, OHIO

The cost of doing business in lumber at wholesale on the average is notoriously high when compared with other lines of industry. Take, for instance, banking, which you might say wholesales and retails money. The total salaries, expenses, taxes disbursed by the average commercial bank (the figures being based on gross profits) average around forty per cent of the gross profit, or in other words, about three and one-half per cent of the cost based on the total of loans made, whereas the average cost to do business based on total sales with the average wholesale hardwood lumber concern is sixty to ninety per cent of the gross profits, or about seven per cent of its total sales. The lumber business, compared with hardware, dry goods, coal, etc., is just as bad.

I have had the courtesy of records of five leading wholesalers in the district in which we operate. The average traveling man's road expense per car lumber sold during last year was $10.42, the average overhead and office expense, exclusive of interest on money invested was $10.92, or a total cost per car of $21.34; yet there are people connected with the car lot industry who think they can wholesale lumber at $1.00 per thousand margin and make money. They have simply succeeded in fooling themselves, and are handicapping their fellows in the trade by so doing.

I was recently asked by a prominent banker, "What is the business situation as regards the hardwood industry?" I apologized for the grammar, and told him, "By Heaven, there ain't any business situation in regard to the hardwood industry," and I now quote this with a full knowledge that some of you will brand such statement as dyspeptic or incendiary; but, gentlemen, I have the data on file that can prove to any business man the above statement. I am here to say to you that the basis of proper and successful merchandising in any line of business is to deliver goods at a consistent market price, together with satisfaction with the quality the order calls for. Trade relations founded on any other basis will break without notice. We talk about standard universal inspection publicly, but less than thirty five per cent of the shippers are shipping within four per cent of what the rules call for today. There are twenty per cent shipping above what the rule calls for today through design; ten per cent are doing the same through ignorance; and twenty per cent are shipping under the rules through ignorance; and twenty per cent more are shipping under the rules through design.

As a further illustration that there is something wrong, will say to you that the manufacturer and wholesaler of hardwoods are serving their customers with a grade that is made according to some inspector's individual notion, or carelessness. He is simply termed loose and supported in his inefficiency or incompetency.

There are not thirty-three per cent of the inspectors of the hundred mills that I have done business with in the last three years, that have seen an inspection rule book in five years. What they know of grading lumber they learned mechanically from some fellow ahead of them, who may and may not have known the first letter of the alphabet about grading rules.

We have, connected with the industry, two rival associations, which I consider are largely kept up from pride and prejudice against one another, not through any educational preventive or protective work that they do, and could be united in six minutes if six men were invited to stay at home.

We have in the course of business called on both associations; have had the same association man go over the same car; have found him off his own tally twenty per cent. We have hired and fired during the last year on our own account seven different inspectors. I have found them off as high as fifty per cent.

We need one set of rules and a set of inspectors who will inspect. I called recently for reinspection on one car and out of 26,000 feet I found less than 8,000 feet up to quality ordered. During the past twelve months every seventh car I have delegated the mills to load out for me has been kicked on either in quality, dryness, widths, lengths or feetage. I have had many reinspections by the association, and on only three cars out of the many has the invoice of the shipper been sustained.

As a result of these mis-shipments and this farcical basis of trade, many cars of lumber have to be inspected from three to five times, and I have come to the conclusion that my earnest, honest desire to make money in this game on a margin and not on manipulation, is utterly impossible; and that the money that has been made out of it by dealers through conditions above recited, has been and must be made by either measuring short at the mill or measuring long to the customer, or switching the grade on the people concerned.

This state of affairs has cost me health, prestige and profits. It is costing many of you unnecessary thousands of dollars annually to merchandise your lumber, as all of you know that every time there is a kick it costs the profit of that car of lumber and another with which to settle the thing up. The man who says he likes to settle kicks lies. I am here to tell you that during the last year the kicks that have been handed me by mis-shipments from one cause or another, have cost $5.00 per car on our entire movement of stock, which sum of money would have earned us eighteen per cent dividend on our capital.

It is time for some set of men to take the lead and show this situation to the lumbermen, and ask them to remedy it. At any rate such conditions have put at least one firm in such a position that it must go to manipulating or else it cannot, under present trade conditions, make a profit on the business it handles, that justifies the energy and capital invested. We are not growing either wings or horns, and we haven't yet decided to go to grafting.

For a moment I want to go into the manufacturing end. I have had experience under conditions of climate, weather, lack of efficient help, and every hardship that a man could struggle with, probably as strenuous as the most of you, and I know that there are many operations running today, that if the stumpage were given to the operators they would have to make a hard struggle to make a dollar out of the undertaking under existing conditions.

We are all naturally optimistic, or we would never have gone into the hardwood industry. We have cried our wares in public and on the street. We were not much heard of in public until we began riding in a Pullman car, and in doing so came in contact with politicians and newspaper men. Through their kindness we have succeeded in educating the average citizen wrongfully regarding many features of the lumber industry.

As a matter of fact, since the beginning of the hardwood industry, which I consider dates back about fifty years, when we started out lumber was largely hewed out with an ax. Some twenty-five years ago the business developed into a trade, and now is fast becoming a science.

There have been not more than one hundred individuals in the manufacturing and wholesale merchandising ends, who, for their life's struggle, can show net profits of $300,000 and upwards made out of the hardwood industry. You must take the whole field from Boston to New Orleans, thirty-three per cent of these have made every dollar they have from the enhanced value of stumpage, that they had bought at least five years prior to the date they sold the manufactured product, and fifty per cent of the thirty-three per cent, if they had to buy their stumpage the year they sold the lumber at the prices paid by their competitors, would not have one dollar today. Another thirty-three per cent of the hundred have made their money by being master merchants from every point of view; the other thirty-three per cent have made their money by exacting from the mills one grade, sending it through a yard and paying $2.50 yardage and inspection and then sending it out on another grade. In other words, they have made every dollar they have through manipulation. It is not only the public who overrates the industry, but the members of it.

We seemingly are inclined to fool ourselves into the idea that we are making money when we largely are only earning interest on our capital and a little extra through strenuous efforts. We generally find ourselves with so many details that we haven't time to study and banish all leaks of time, expense and profits. For instance, if we were to take up the photographer's business, we would be failures of the rankest kind because we hadn't sense enough to destroy our poor negatives. If we would send one of our clients a photograph of himself in harmony with what we will actually load up on wheels, in our business, and expect to retain his trade and friendship, we would be taken before the probate court and examined for lunacy. We must destroy all poor negatives in the lumber business. We must do a work of supervision and education on the fundamental features of our industry, and cut down our costs. We must do this by act and by advertising, and teach the public that we are not a lot of Tripoli pirates.

The writer as a boy learned the hardware business. There the same number of woodscrew is identical in size and construction, whether it be bought in Maine or California. I realize that that measure of exactness cannot be maintained in lumber standards, but I do insist that if we go at it in earnest, the inspectors can be kept within five per cent of what the rules call for, and if this be done the cost of merchandising lumber will be cut in half, and the man who wants to do an honest lumber business will have a reward for his efforts and his capital.

I am frank enough to say to you that I have been in the lumber business twenty-one years, during all of which time the eternal kick question has cost me happiness, as I am either strong enough or weak enough—which ever you may class it—to feel very badly and melancholy.

When I go to a friend's office and tell him I will ship him exactly what the rule calls for, and then designate to some mill that has an inspector who is incompetent or worse, and he leads out sixty-six per cent other than what my order demands, I am sensitive enough to think that that man will forever think that I am an absolute fool or a knave in business.

All that I have referred to here is what is making the cost of merchandising lumber today fully one hundred per cent more than it ought to be, and more than any other line of industry that is unprotected by patents can stand.

Another feature that I might call attention to is the infernal practice of mills, dealers and irresponsible bureaus sending out fictitious figures on paper, pretending to be a firm offer at the market value for lumber named or representation of the market values in the district mentioned. I won't take your time to listen to the details on that subject, only I am here to say to you that that feature of our business is rotten, and should be discontinued and suppressed.

Wood Used in Artificial Limbs

The manufacture of artificial limbs and crutches has become a considerable source of consumption for several kinds of hardwoods. While the industry is not of much relative importance, as compared with other wood consuming lines, numerous concerns are turning out their products in various parts of the country. In Chicago there are nine establishments of this character, their yearly production being 4,200 artificial limbs.

Red willow of the best grade obtainable is the only lumber used for this purpose. It is bought in round blocks just as they are cut from the logs, in lengths varying from sixteen to twenty-two inches, and in diameter from five to ten inches. Air-dried stock is essentially the only kind that can be used, as it has been proven practically impossible to prevent checking along the grain of kiln-dried blocks. Every effort has been made to prevent checking, such as painting the ends of the blocks, but so far nothing effective has been devised.

The process of manufacturing artificial limbs involves first the boring of a hole throughout the entire length of the block. With this as a nucleus, the entire inside is hollowed out, leaving but the shell of the original block. It is then shaped down on the outside to somewhat the semblance of a human limb, and is carefully smoothed and sandpapered. Holes are bored through the calf of the legs for ventilation purposes, and then rawhide is glued over the exterior, which, drying, shrinks perfectly tight. A thick coat of varnish gives the finishing touch. Willow blocks of similar character are also used in what are known as extensions, namely, specially shaped blocks for equalizing the length of deformed limbs.

An artificial foot is never made in one piece with the limb, but is shaped out of a separate block and joined to the "socket" by a steel ankle joint, so contrived as to work when walking as readily as one's natural foot would do. Artificial feet are always provided with felt foot casings over which a soft dressed leather is glued.

There is also a considerable quantity of various hardwoods used in the manufacture of crutches. Hard maple, rosewood, ebony, hickory and some lacquerwood (used for its elastic qualities) are the principal species utilized. The best grades of stock are bought for this purpose, and are taken in lengths varying from thirty-two to sixty inches. The boards are ripped into inch squares, after which they are shaped, rounded and varnished before assembling. When finished they sell at an average price of from $1.25 to $15.

The Lumber Trade Journal

Editor's Note

The following paper on The Relation of the Lumber Trade Journal to the Lumber Industry, was presented at the recent second annual meeting of the Lumber Sales Managers Association, held at Chicago, by H. H. Gibson, editor HARDWOOD RECORD. In this document Mr. Gibson attempts to handle the subject without gloves, and while confessing the weakness of the lumber trade journal, he believes there are wonderful possibilities in the future of the class journal, and that manifest increased benefits to the lumber industry can be attained by closer co-operation between the lumber trade and its exponents.

The compliment you pay me in giving me the opportunity to address you on the subject of "The Relation of the Lumber Trade Journal to the Lumber Industry," is highly appreciated, and while I fear I can say little that will be of interest, "the deed that follows the hope," impels me to frankness. It is just possible that I may be able to present to you a new viewpoint on the subject of lumber trade journalism that you may be able to employ to your advantage.

I am well aware that in the minds of many the trade journal is regarded either as a necessary evil, or its acceptance is condoned in the belief that the publisher is a good fellow is doing the best he can, and needs the money. Either of these attitudes on the part of lumbermen places the trade newspaper publisher in a very unenviable position, as they display him practically as a parasite on the lumber business, or as an object of charity. Personally, I wish to make no plea for a change of opinions in regard to the lumber trade press, although I do hold they are false ones.



H. H. GIBSON, EDITOR HARDWOOD RECORD.

Furthermore, I wish to confess my belief in the inherent weakness of lumber trade journalism. I hold that there is not a lumber trade journal published that is doing as good work as it might. I hold that they have a basic weakness in contents, and that they are filled with "con, bunk and piffle," appealing only to the individual. The fact that "Jim Jones, the alert sales manager of the Red Cross Lumber Company of Big Ditch, Indiana, spent several days in Chicago last week, and enjoyed a good trade," is a matter of no consequence to the trade at large, and the mention only appeals to the vanity of Jim Jones. This item and hundreds of others of a similar nature contained in a trade newspaper is devoting good paper, good linotype and good ink to trivialities that have no general interest or essential value to the trade at large.

This example of personal exploitation is presented as a concrete one of the system that has grown up in trade journalism, and has been brought about in the belief that personal "jolly" of individuals has a reflected value in the cash box of the publication.

It is my contention that an entire change in trade newspaper policy would release the trade press from the imputation of being either a necessary evil or a parasite on the lumber business. Primarily, I hold that most of the details of the lumber business, from the stump to the eventual consumer, are conducted on lines of marked inefficiency—so marked that in standard it is far below that of any other chief American manufacturing industry. I don't believe one alleged lumberman in ten is able to accurately analyze the marked difference of wood structure that will enable him to confidently commend the best type of wood for specific utilization. I hold that the average man of [illegible] who has ceased to be a lumberman but has become a lumber merchant. I hold that the average man manufactures lumber from timber as he finds it, but pays very little attention to an analysis of the possibilities of his wood with a view to marketing it in the most intelligent fashion. With the great mass of the jobbers in the trade, they handle lumber as a grocer handles his package of coffee, tea or sugar. They simply merchandise their lumber, and pay little or no attention to doing it in an intelligent manner.

Hence, I hold that if there ever were a time in the history of the [illegible] when the publication of technical information was necessary, that time is now. I hold that the lumber trade press has not published the needed technical information about every detail of the lumber business, it is today; and it is the province of the lumber trade press—the deed born of hope—to make publications of such essential value to the lumber industry as to insure for all time their standing in public regard.

This can be brought about only by a systematic study being made of the best methods of the most competent men in every division of the trade; a thorough analysis of the facts obtained, and its publication in the form of concrete and specific articles relating to the many and diversified elements of timber selection, logging, manufacture, seasoning processes, assorting, manipulation and sale. And, furthermore, these expert articles based on, not what the editor knows on the subject but what the best talent in the trade knows, should go farther than that, and should carefully recount the best methods for the remanufacture of lumber into the thousands of things in which wood is employed, and establish with great care what constitutes the best wood for each specific purpose.

Forest products have a long and honorable history, and when they are employed in the best way, complaints against their stability and longevity is comparatively nil. In every instance where lumber shows weakness or failure, it is by reason of the employment of the wrong kind for a specific purpose. If in every instance the best sort of lumber were used, there would be no criticism about wood, and there would be no excuse for the existence of the several wood substitutes that now encroach in the field of lumber sales.

This phase of lumber trade journalism, the publishing of technical and semi-technical matter of a concrete nature that shall make for the increased knowledge of the logger, sawyer, filer, inspector, etc., has been tried out during the past year in the publication for which I stand sponsor with manifest success. What I mean by success, is evidence of added interest of readers, and a very substantial increase in the number of subscribers.

This improved character of the publication by no means yet satisfies me, and it is my belief that it can be manifestly improved, but—this character of lumber literature costs money. It is much cheaper for a lumber newspaper man to fill his publication with gossip and piffle of everyday personal news, than it is to dig up, collect, collate and illustrate the specific details of the business. When a trade newspaper publisher gets back to the matter of dollars and cents, he is obliged to cut his coat according to his cloth. I want to go on record right here in saying that the lumber trade of the United States can have just as valuable trade publications as it is willing to pay for.

I believe every trade newspaper publisher is doing the best he can with the revenues at his command, to publish papers that shall be of essential value to the trade, and I believe that everyone recognizes the weakness not only of his neighbor's, but of his own publication.

There are certain other things that I hold in connection with the functions of the trade newspaper. It must be borne in mind that circulation constitutes a distinct loss to practically every newspaper that is printed. The newspaper man's revenue comes from his advertising patronage. In other words, the advertiser absorbs the money spent on business management, editorial work, paper, linotype and advertising composition, press work, postage, mailing and all the [illegible] publishing business. He not only pays

for the space he employs in the publication, but pays enough more than this cost to absorb the publishers' circulation losses.

Now as to circulation from the advertiser's viewpoint. I hold that a publication has no circulation of value to the advertiser save to those readers it reaches who are possible or probable buyers of the thing he has for sale, and which he advertises. If the circulation of HARDWOOD RECORD were entirely with the manufacturers of lumber, purchase of space in the advertising pages of that publication would possess about as much value from an advertising viewpoint as if the purchaser went home and told his wife he was in the lumber business.

The proportion of circulation that possesses value to you as a lumberman is that portion which reaches the man who buys lumber in carload or larger lots, inasmuch as you are not in the retail business, and not selling an odd wagon load of stock with which to build a hen-coop. Hence, it has been the policy of the institution which I represent, to make a publication of such a character that would interest the man who actually buys lumber in carload lots, and beyond interesting him, attempt to interest the man actually responsible for the conversion of this lumber into the multitude of manufactured articles for which wood is employed.

In a moderate way HARDWOOD RECORD has been successful. Its owners know this not only from the encomiums received, but from the substantial evidence of increased subscription and increased advertising patronage, but—as publishers of a lumber trade journal, we are not satisfied with what we are doing or with what we have accomplished. It is our desire to make a better paper; to make a stronger paper; to make a paper so good that no man allied in anywise with the industry can resist reading it. Here, by the way, is one of the foremost troubles encountered by the trade newspaper publisher, i. e., to get the individual lumberman to read his publication. There are thousands of lumbermen who profess to be too busy to read the trade press, and only read it when some article appeals to their vanity by reason of the fact that their name is mentioned in a favorable way, or if by chance the lumber newspaper man should have the temerity to say something unkind about them.

However, I hold that this inability of the trade newspaper man to get his paper read is not essentially the fault of the subscriber, but of the publisher himself. He should make his paper good enough, strong enough, and valuable enough to every man that he would be impelled to read it.

I hold that a successful trade paper can not agree with everybody. Unfortunately, there are too many diametrically opposite opinions on many subjects to attain that happy result. A successful publication must have opinions, and these opinions should be so strongly backed up by facts and arguments as to impel their endorsement by the majority of the trade. The editor who hasn't beliefs, and strong beliefs, and hasn't courage to not only express, but to urge these beliefs, had better go out of the business and let someone else conduct his newspaper.

The publication for which I stand sponsor is a believer and advocate of doing business on the level. In practically every issue it urges good trade morals; not perforce by reason of any particular moral issue, but simply on the basis of the common sense of doing business on the square. The editor is well aware that he has offended a certain element of the trade, which holds that the only way to make money out of the lumber business today is to sell one grade and deliver an inferior one, but there have been no arguments presented by this element thus far that would by the most remote possibility induce HARDWOOD RECORD to change its attitude on this particular phase of good ethics in the industry.

It has urged a single and universal system of inspection, which should in the simplest possible way standardize hardwood grades and consequently values, and it believes that this consummation will eventually be reached, and the sooner it is reached the better it will be not only for the prosperity, but for the good name of the trade.

Referring further to the functions of the lumber trade newspaper and its relation to the industry, I hold that beyond selling space to the man who is responsible for supplying it with funds on which to do business, it should also sell actual circulation to lumber buyers; and furthermore should assist the buyer in making this investment profitable. It is no better judgment for a lumber newspaper to sell a man advertising space, and leave him dissatisfied with his expenditure, than it is for you as lumbermen to sell lumber of such an unsatisfactory character that the buyer will be so sore as to preclude the possibility of your selling him again.

A lumber newspaper must "make good" to insure its permanent prosperity. To my mind it is one of the essential functions of the trade newspaper to collect and collate all information that shall be of essential value to its advertisers, and turn that information over to its patrons as a part of what they are entitled to as advertising clients. Beyond this it should assist them in the preparation of their advertising copy, and attempt to show them that the man who says I am a manufacturer of lumber at Big Ditch, Indiana, or a manufacturer of flooring at Keno, Ky., is not spending his money wisely. In lieu of that kind of alleged advertising they might just as well have a line in a trade directory.

The only advertising that is of essential value is specific advertising, reciting particular items that an individual may have for sale, and often in connection therewith the added allurements of specific descriptions.

The trouble the trade newspaper man finds with the average lumber advertiser is his indifference to his advertising copy. He will take Bill Jones, his salesman, out into his yard, analyze with him his lumber, pile by pile, and then send Bill on the road with a pretty good knowledge of what he has to offer, but when he gets around to his copy for the lumber trade journals, he says my name is So-and-So, and I am a jobber or manufacturer of lumber at some town, somewhere. If the lumber advertiser would give one-tenth as much attention to posting the readers of the lumber trade newspapers on what he has to sell, as he does Bill Jones, his salesman, he would get much better returns from his investment, and he would find no trouble in getting good results out of his advertising.

I will say to you in all verity that there is advertising copy in HARDWOOD RECORD that has stood there unchanged for nearly seven years. Latterly I have attempted to bulldoze certain advertisers with a threat that they must either supply changes of advertising copy or they would be respectfully invited to withdraw their advertising patronage. Usually, I am laughed at, and they tell me they are perfectly satisfied with their investment; that they are getting good returns out of it, and all this sort of thing. I am free to confess that while I don't question their word, I do their belief, because I don't think it is possible for a man to get good commercial results from a lumber trade newspaper from the bare announcement of his name, address, and the fact that he is a manufacturer or jobber of lumber.

I believe it is possible—and again the deed is founded on the hope—that there might be closer relations established between the lumber trade press and the lumber industry, to the manifest advantage of both. There are a lot of people in this trade who get mighty good value out of the trade press, but I am obliged to confess I don't believe the majority do, and I believe that the reason the majority do not get good value out of their investment is they do not realize the possibilities obtainable through the medium of the competent trade paper.

I sincerely hope for a closer communion between the lumber industry and the trade press, and assure you that it is my belief that it is the desire of every lumber trade newspaper publisher to make his publication of essential value to the trade, and not regard his newspaper simply as a means of gaining a livelihood.

Change in Import and Export Conditions

A marked change has characterized trade currents into and out of the United States during recent years. This is especially marked in wood and the production thereof. Government statistics, compiled by the Bureau of Statistics of the Department of Commerce and Labor show that in 1900 there were $20,000,000 worth of wood in various forms imported to this country, with an export of $53,000,000. In 1911, the wood imports had grown to $52,000,000 and the exports to more than $96,000,000.

Dimension Stock

Editor's Note

The following paper on the subject of The Manufacture and Sale of Dimension Stock at a profit, is by Van B. Perrine of Fort Wayne Ind. There is no more competent lumberman than Mr. Perrine in the state of Indiana. What he does not know about the ins and outs of every phase of the manufacture of hardwood lumber, and the handling of the by products of the sawmill, is not worth knowing. His paper on dimension detail of the industry should be carefully read by every manufacturer and salesman of this material. There are infinite possibilities that should be attained in dimension production, and it is the fault of only the producer and the salesman that it does not constitute an important and profitable feature of the lumber business.

It is easily worth while to tell you what we all know—that most of the dimension stock is not only unprofitable but, in many cases, is an actual loss to the millman.

The low price at which most of it is sold is not based on actual figures of cost, but is an inheritance handed down to us, of today—by our predecessors, who also did not figure the cost, but made the dimension stock because some talking manufacturers with their own interests in view suggested, "You can utilize your waste (no value), make something out of nothing; here you have, no value. I will give you $12 per thousand, 12,000 feet in a carload, do you get me? Worth saving, isn't it?" So the mill man "got him," got busy, cut his waste into dimension, cut his cull into dimension, and sold his firsts and seconds elsewhere where they didn't have the wise manufacturer. This is our inheritance—let's settle up the estate.



VAN B. PERRINE, FORT WAYNE, IND.

Do you know, Mr. Millman, what it costs you to manufacture dimension stock? Some of you do, but it is to those who don't know I am putting the question, and for the benefit of the ones who don't know let me say, arrange your machinery (the best you can purchase), your lay out to the best possible advantage for handling at a minimum cost, and you will find that seven dollars is the minimum cost, and there is no maximum, all depending on the dimensions you are manufacturing, and the kinds of wood you are cutting up. Did I mention "overhead?" No sir! Add this as you may have figured it out (if you have ever figured it out), and bear in mind the above is not based on *what you have cut up* of lumber, but on *what you get out in dimension* and for which you are paid. I have found by actual tests, that $8 to $12 per thousand is a fair result for cost in the manufacture of dimension stock based on the output of various dimensions, not on the material cut up (this does not include the overhead), whereas it costs over $20 per thousand to manufacture some dimensions. Again, if you are to make a profit at all, you must have a number of different orders, each down the scale, to utilize the waste from the other, and the price on the last piece of waste can be too low for profit. Of course you know, if you will only stop to think, it is bound to cost you much more to manufacture 1x1 any length than it does to manufacture 2x2 of the same length. Don't take my word for it—try it out. When you go home get busy, not making dimensions for the other fellow, but finding out how much it really costs you to make his dimension. Spend $50, a $100, or more; it will be the best investment you ever made. You know what your common lumber and your cull lumber is worth [illegible] at the pile. Measure up and run back in the mill a few thousand feet at its value; add to this the actual cost of remanufacturing it into dimensions. Don't forget the overhead, for the overhead, like interest, is always working, which reminds me of the following story (if you will permit a few minutes from the services):

[illegible] were arguing as to who was the greatest inventor. One said Stephenson; another said Watts; another said Bell, and another Edison. One said Morse and still another Marconi. Finally [illegible] said anything. "What do you think about it?" "Vel," was the reply, "the man who invested [illegible] forget the overhead, Mr. Millman.

be you rich or poor. Your bankers, your creditors, your family, demand that you always keep it in mind. This overhead spells success or failure, and yet so few of us know what it costs to do business.

When you invoice at the end of your fiscal year, you know you have made or lost so much money. Do you know where you have made it or where you have lost it? In most cases you don't, but simply know you see so much one way or the other, and if to the good, and you know within reason what each department was making and which department was losing, couldn't you, Mr. Millman, cut out the loser, or in selling material from this department sell it at a price for profit? Surely you could; surely you would. When your customer comes around and offers $28 per thousand feet for dimension stock you know costs you $38, you would turn down the order, and all along the line the man who knows would turn it down. If everybody turned it down, the customer would do one of two things, pay your price for the dimension, or purchase your firsts and seconds, your common, or your cull, at the price you know it is worth, and make his own dimension. It is your lumber he has to use in some form. Think it over.

Each mill and locality has its own problem to figure out. It would be stupid for me, in Indiana, to say what should be done in Texas or Louisiana. Texas and Louisiana have as much brain matter as any other states and can figure out the problem if they will only stop and take time to figure, not only on paper, for while it is said figures never lie, I have found out that figures are mighty liars, when they compute manufacturing dimension stock. So the only safe way is to experiment. Better spend a couple of hundred dollars this way, rather than lose a couple of thousand in filling the other fellow's dimension order, not knowing what it costs you. For several years I have made money on dimension stock. Why? Because I know what it costs to manufacture the various dimensions; know what each grade of lumber entering into them is worth, and how much of same it takes. Then let me emphasize the following. I won't sell or manufacture the dimension, unless there is a profit. Some of you would be surprised should I tell you that you are selling the same customers the same dimension, at prices varying from two to twelve dollars per thousand. Why do they pay one $12 more than they pay another? Because they can't get enough at your price, and they pay the $12 more because they can't cut it out of lumber cheaper or as cheaply. Don't lose the point.

If only half of the millmen who cut dimension as a business or as a sideline and saving scheme, knew its value and would not sell for less, it would raise the price to a profitable basis in less than four months, or clean out your low-grade lumber before then. The manufacturer must have either the lumber or the dimension. Don't lose the point.

If the manufacturer can buy dimension cheaper, he buys it—all he can at the price, and if not enough, fills out with lumber at the next best price to cut into dimension himself. If the weak-kneed salesman would get a profit on everything he sells, he would have a better profit at the end of the year, even were sales much less in volume. The price cutter not only defrauds himself and cheapens his wares,

but helps to defraud and cheapen the wares of his neighbor. The same amount of lumber would probably be sold in the end, as I haven't heard of any lumber getting stick rotten for the last few years, neither at the mills nor in the yard of the manufacturer. Don't lose the point.

In conclusion, help all of us by helping yourself; every carload you sell at a loss has its influence. Get busy and figure, not only on paper, but by actual test—the cost.

It would be presumptuous for me to say you should get so much per thousand feet for your dimension. If you are so fortunate as to be located where you can supply it at a less figure, do so and reap a portion of the benefit of your foresight, luck, or whatever it may be, and undersell me, but bear in mind, I will still sell all I can manufacture at my price. Don't lose the point. The manufacturer will always pay for dimension, as much as it will cost him to make it, if he must.

The Wood Substitute Game

HISTORY OF A FORTNIGHT IN THE STEEL CAR EXPERIMENT

If the Pennsylvania Railroad were the paid emissary of the lumber interests and of wooden car builders, it could scarcely do more efficient work in their behalf than it has during the past few months, and notably during the past two weeks. This railroad company is by far the largest owner of steel passenger car equipment of any system in the country, and has vigorously touted it, with arguments of increased safety to the traveling public for two years past. This company has had a series of disastrous wrecks, from one cause or another, with its steel cars, far in excess of calamities of a similar sort that have befallen it during years with the former type of equipment employed.

The wreck of the fast train at Warrior's Ridge, Pa., on February 16, resulting in the death of five persons and the injury of well towards one hundred, is a matter of daily newspaper history. The cause and full details of the wreck will probably not be known definitely until there is an official report on it, but it is alleged that the equalizing bar on the second of the two locomotives drawing the flyer broke, and a heavy piece of metal fell upon the roadbed. Two wooden coaches, the first two in the train, passed safely over the obstruction, but the nine steel cars following were derailed and sent hurling down the steep embankment towards the Juniata river. The speed of the train was so great that although the automatic brakes were set, the two locomotives and the two cars ran a half mile before they were stopped.

The people who lost their lives were in one of the dining cars, and the second diner was "crushed like an eggshell, and the passengers were pinned under tons of débris."

The Philadelphia newspaper accounts state that the sides of the steel cars were terribly twisted and bent. While it may not be absolutely demonstratable, from the fact that the forward wooden cars stuck to the track, it is fair to assume that if the train had been entirely of this type of cars, it never would have left the rails. This feature of steel train wrecks seems to be the contributing cause of a large majority of them, i. e., the inability of rigid steel cars to stick to the track. Their very structure seems to contribute to their going off the rails for causes that would not derail wooden cars. Many other accidents to steel trains indicate their radical weakness in their inability to take cross-overs, switches and curves successfully.

NOT AS BAD AS FIRST REPORTED

Although it is well known that it is difficult to get a true account of a Pennsylvania Railroad wreck through the medium of Pennsylvania newspapers, there is one markedly distorted feature of the reports found in them that is remarkable.

The Philadelphia North American says: "This is said to be the first time on record that a train composed of all-steel cars has been wrecked on the Pennsylvania, and had it not been for these



THE STEEL CAR WRECK AT WARRIOR'S RIDGE, PA., FEBRUARY 16, 1912.

[illegible] disasters, the death list would have been appalling. Nothing could have saved the frail wooden cars from crumbling [illegible] the Juniata river. Even the big steel cars were badly twisted, but there were no splinters or fire to add to the horror of the wreck."

The Philadelphia Evening Bulletin says: "The comparative smallness of the death loss is held proof for the first time in the history of railroads of the remarkable value of steel coaches. Those experts who have seen the derailed cars declare that nearly all the passengers would have been killed or critically hurt if the cars had been made of wood. The authorities at Huntingdon county will make no effort to investigate the cause of the wreck."

These paragraphs illustrate the general tenor of the comments in all the newspaper reports, but it does not seem to occur to any of these newspaper writers, in view of the evidence connected with the derailment, that had the train been of the former type of construction, it would still have been on the track. These stories about the possibilities of increased fatalities had this train been of wood, are reminiscent of the anecdote of the telegrams sent by the private secretary of Railroad Superintendent Smith to the wife of the victim who was killed in a railroad wreck. The telegram read: "Bad wreck; both Mr. Smith's arms broken; both legs broken; back broken; neck broken. Home with remains on No. 6."

A couple of hours later the widow received a second telegram from the secretary reading: "Accident not as bad as first reported. Only one of Mr. Smith's arms broken; only one leg broken; back broken; neck broken. Home with remains on No. 6."

It doesn't really make much difference to a traveler whether he is killed or maimed in a steel car or a wooden one. The point at issue is which is the safer vehicle for transporting passengers; which type of car is more liable to derailment?

In view of the recent steel train accidents that have befallen the Pennsylvania and other railroads (and the one recited and pictured herewith is only one of three that the Pennsylvania has had within the last few days), it would seem to indicate that the frailties of the present type of steel cars are remarkably serious, and that passengers are taking very much additional risk in riding in this class of cars.

PUBLIC SENTIMENT ON THE QUESTION

Hardwood Record's clipping bureaus reveal the fact that there is about as much matter published commending the former type of passenger and sleeping cars as is printed favorable to the steel cars. Further analysis reveals that the most of the favorable strenuous efforts of exploitation that are being put forth by the publicity bureau. Beyond question public sentiment is about equally divided on this important subject, and were it not for the strenuous efforts of exploitation that are being put out by the steel interests, it is doubtful if any sane person would consent to ride in a steel car if there were any other way of making the journey.

A gentleman called at this office a few days ago and stated that the day before he had purchased a ticket at the Hudson Terminal ticket office, New York City, for Chicago, and in making the purchase he said to the ticket agent:

"Give me a reservation in a wooden car."

The ticket agent observed: "What in the mischief has come over the traveling public? When steel cars were first put on everybody wanted to ride in the steel cars, but now about every third man demands a reservation in a wooden car. You are the [illegible]"

RETURN TO THE FORMER TYPE OF PASSENGER CAR CONSTRUCTION

[illegible] of the Pullman Car Company, probably under directions from the steel trust magnates, who own the majority of the stock of this company, decided to transform the works at Pullman exclusively into a steel car manufacturing establishment. It is alleged that a motion was made at the meeting of the board of directors that the woodwork shops of the company be dismantled, but one director wiser than his fellows, insisted that steel car production was still experimental, and as a personal favor asked that the motion not prevail, as it might be possible that the company would again employ its wood-working department. The wood shops of the company were not dismantled or demolished.

It is also known that several of the powers behind the throne of the Pennsylvania Company are tremendously disgusted and disheartened with the awful toll of life and extravagant expenditure in money involved in the steel car installation, and it is equally an open secret that the Pullman Car Company is again buying foreign and domestic woods in considerable quantities that formerly were employed in the wooden type of cars, which would indicate that there is again going to be use for the wood shops of the company.

It is said that practically the former type of steel reinforced platforms with wooden upper works will prevail on a considerable number of cars soon to be built at Pullman. It is well known that a good many astute and capable railroad men, at the head of large systems, have absolutely refused to consider the employment of steel cars on their lines, based on the belief that they were unsafe and extravagant in many particulars, and numerous orders for high-class wooden passenger and sleeping car equipment have gone outside of the Pullman works on account of its refusal to build anything but steel cars for some time past.

PHOTOGRAPH OF THE PENNSYLVANIA WRECK

The photograph accompanying this article, illustrating the Warrior's Ridge wreck, was secured under some difficulties. Hardwood Record is not even at liberty to state the source from which it obtained the original photograph that it publishes. The photograph was secured on telegraphic orders, but in transmitting it the sender states that both the Philadelphia and Pittsburgh newspapers sent photographers to the scene of the accident, but most of them were "pinched" or chased off the company's property before they had an opportunity to make even a snapshot. The writer states further that the report of the wreck in the Philadelphia newspapers fully indicates that it is not regarded as good newspaper policy to write very much about anything that in any wise may reflect on the Pennsylvania Railroad or its management, inasmuch as it is a Philadelphia institution.

OTHER WOOD SUBSTITUTES

The report published in a recent issue of Hardwood Record that no metal bodies were employed by European automobile manufacturers in the building of cars, came as a distinct surprise. This fact, let it be understood, is not because a steel body can not be built in Great Britain or the Continent for less money than a wooden body, or because complete experiments have not been carried on demonstrating the relative merits of the two types of construction, but foreign cars are built with wood bodies in conformity with the general theory and practice of European manufacturers of making the best possible type of automobile in every detail that can be built.

Of course, the American public can find no particular fault with the steel trust people, whose interest lies so largely in steel production, if they can succeed in working off even temporarily their stovepipe steel bodies onto automobile buyers, but it is a matter of certainty that the average buyer of the sheet steel automobile body is not going to be soaked with a second car of this type. It is commended to automobile buyers to spend a half hour in watching the procession of automobiles along Michigan avenue, Chicago, and before the half hour is up they will be fully convinced that the steel body shows up very badly in appearance, utility or permanence in comparison with the cars built with wood bodies.

An Association Worth While

In view of the fact that the National Wholesale Lumber Dealers' Association will hold its twentieth annual meeting this year in the Middle West, at Louisville, which now is of the Middle West, in spite of its southern predilection, it is deemed timely to say a few things about this sterling organization, with especial reference to its history, its policy and its attainments.

The organization is in its twenty-first year and has a large and distinguished membership made up of lumber manufacturers and wholesalers of all varieties of lumber, with perhaps the predominant faction in the merchandising end of the business.

During all these years it has had a clean and honorable history, backed by a corps of officers that has stood for all that was best in commercial morals. It has been fortunate in its selection of executives in securing individuals who are willing to sacrifice of their time and money not for individual aggrandizement, but for the benefit of the totality of the trade; but perhaps particularly fortunate it has been in holding for many years as secretary—practically the business manager of the institution—a man of the very highest acumen, an indefatigable worker and an intelligent interpreter of what constitutes not only the best, but the fairest policy in handling the multitudinous affairs that have come before the organization. This man is Eugene F. Perry, who has achieved the universal respect and confidence of every man allied not only with the National Wholesale Lumber Dealers' Association, but with the lumber trade the country over. To be sure, Mr. Perry has been supported in his work by fair-minded men who have contributed much to his success, but to him is largely due the standing of the association.



E. F. PERRY, SECRETARY NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION.

The primary objects and purposes of this association have been and are to protect the members against unbusinesslike methods in the wholesale and retail lumber trades; to foster such trade and commerce; to reform abuses in the trade; to secure freedom from unjust and unlawful exactions; to diffuse accurate information among its members as to the standing of merchants and others by and with whom business is conducted; to produce uniformity and certainty in the customs and usages of the trade and those engaged therein; to settle business differences between its members; and to promote a larger and more friendly intercourse between them. These objects constitute a broad and alluring field for lumber association work, and the outline named scarcely reveals the immense amount of work involved in carrying them into successful execution, but these are the objects and the only objects that have inspired the officers, trustees and management of this association, and which it is carrying out to such a successful issue. The continued and substantial growth of the association, since its inception, indicates the success with which it has met, and the steadfastness with which its purposes have been adhered to.

The association stands for fair dealing in the lumber trade, and the details of the work undertaken are handled through the board of trustees and the standing committees of the association, together with the counsel of the organization's secretary.

One of the most important active departments of the association is its bureau of information, in which it has more than thirty thousand credit reports. This bureau makes a specialty of securing commercial reports on lumber buyers and users from authentic sources, and therefore furnishes more complete and reliable information as to the moral standing and business methods of those reported on than can possibly be secured by any general or special agency. As the information is secured only for the use of the members of the association, it enables it to obtain a great deal of special confidential data bearing not only on the financial responsibility of concerns, but also on the question of unjust claims, unfair deductions, etc. The information thus disseminated by this bureau saves its members hundreds of thousands of dollars annually.

The organization also maintains a collection department, which is a very important feature of the bureau of information, and through this medium during the past year, it has handled nearly half a million dollars' worth of business.

The association's railroad and transportation committee, which involves another department, under a competent head, is doing a great deal of good work is connection with transportation matters. The association through this bureau stands well with the railroads from the fact that it asks of them only what is just. In detail it takes up matters of minimum weight on car shipments, stoppage and transit privileges, estimated weights on lumber, discriminations in weights, etc., and has accomplished a vast deal of good. The results attained through this bureau are of benefit not only to the members of the association but to the trade in general.

The National Wholesale Lumber Dealers' Association stands very strongly for the principle of arbitration, and every effort is made to handle disputes between members on this basis. Frequently the arbitration committee has been used in handling disputes involving large matters between lumbermen where both parties have not been members of the association. While this is rather unusual, the principle involved has been important. The satisfactory results and the economy in this sort of adjustment of disputes is manifest.

The association also stands for a single standard of inspection on all varieties of lumber, and is strongly urging the unification of hardwood inspection into a single standard. Largely through its efforts, the two leading hardwood associations of the country have already been brought into a better understanding with each other, and it is fair to presume that before its efforts cease, it will induce the various hardwood interests to agree on a single system.

The fire insurance committee of the association has performed a most valuable service to the lumber industry since it has been in existence, and the work of this department has been instrumental in securing a considerable reduction in insurance rates on sawmills, planing mills, wood-working plants and lumber. This committee extends its aid to the various competent lumber mutual fire insurance companies and others specializing in lumber insurance.

The association also is an advocate of forestry and forest conservation, and is in close touch with the broad principles involved in this most laudable endeavor. It is also allied with the American Forestry Association.

The National Wholesale Lumber Dealers' Association's field of work lies very largely in the regions of the United States where large quantities of lumber are consumed in building and remanufacturing work, and this short and inadequate review of the organization is especially made at this time for the analysis of readers of HARDWOOD RECORD in the belief that if they will acquaint themselves with the character and value of the work that is being carried on by the organization, they will in very large numbers attend the forthcoming convention of the association, which will be held at the Seelbach hotel, Louisville, Ky., on Wednesday and Thursday, March 6 and 7. This meeting, while

a business meeting, and before the convention will be brought up every topic that is of vital interest to the hardwood and soft wood branches of the industry at the present time.

The host of the occasion is the Louisville Hardwood Club, and this bare statement stands for the best there is in hospitality and good fellowship. [illegible] while in Louisville.



B 190—Disapproves of Duty on Japanese Oak

[illegible] Hardwood Record: We should like to get further information regarding the proper classification of [illegible] Japanese oak logs have been shipped to this market and a very nominal import duty charged thereon, with the result that subsequently large shipments of oak lumber manufactured in Japan have been arriving on this coast and have been classified as under paragraph immediately following the classification of the log, which permitted the lumber to be entered under a payment of $1.25 per M import duty. It is obvious that the cost of transforming rough hewn logs into lumber is a great deal more expensive in this country than it is in Japan and the duty of $1.25 per M is out of all proportion. We have always contended that oak should come under a heading in the tariff which allows cabinet woods to come in free, provided they are rough hewn square logs or round logs; and that when these woods are manufactured in foreign countries into lumber, that they pay a duty of 15 per cent ad valorem. The object of the tariff in the first place is to encourage and protect manufacturers in this country and has provided generally a free importation of raw material which, if converted into a finished product in foreign countries, came in under a heavy tariff.

Regarding oak, whether it is a cabinet wood or not, the object of the producer of oak lumber is, first, to get clear lumber and veneers to be used principally in high class cabinet work: the other uses to which this wood is put, such as flooring, railroad ties, etc., are only consequential. In other words, these other uses come through the production of a great deal of defective wood which cannot be used for anything else. Nobody would ever think of cutting our oak logs for the sole purpose of making railroad ties or flooring if these logs were at all suitable to the proper uses. In fact, it would really be a crime to deplete our valuable forests of oak for such purposes. Kindly give us all the information you can on the subject, for which we anticipate thanks.

[illegible] Hardwood Company

The writer of the above letter has been advised that there are a good many inconsistencies with the lumber tariff, but Hardwood Record fails to see where any relief can be secured under the present law in getting a diminution of the duty on Japanese oak in the form of lumber. This inferior variety of oak comes into competition with the product of this country, and it would be of no particular hardship to the San Francisco house or to all users of oak on the Pacific coast if the duty were high enough to make the importation of Japanese oak entirely unprofitable.

The only reason that attempts are made to import this variety of wood into this country is owing to the unreasonable freight rates exacted by the railroads on its shipments of hardwoods from oak producing sections to the coast. Japanese oak has no merits that are equal to even the inferior qualities of American grown oak, and it would seem logical that if just representations on the subject of the inroads of this variety of wood on the coast were made to the railroads, they would reduce their excessive rates, at least enough to make it unprofitable to import the Japanese variety, even if no duty were exacted. Editor.

B 191—Work of National Hardwood Lumber Association

Hardwood Record is in receipt of the following letter from Secretary Fish of the National Hardwood Lumber Association, reciting the details of the association's inspection work for the month of January. The detailed report accompanying shows that about six and one-third millions of the inspection was done by salaried inspectors, and three and one-third million by fee inspectors.

Chicago, Ill., Feb. 15.

To the membership:

The enclosed statement of the work of our inspection bureau for January, shows that we inspected 9,780,831 feet of hardwood lumber during that month.

This is the largest amount ever inspected during the month of January, and it exceeds the amount for January, 1911, by 2,264,094 feet. [illegible] what we might have accomplished if the weather man had not been out after a record during the same month, it is not possible for us to say.

On account of the severe weather our men were not able to work steadily, and the operation of the bureau cost us $334.29 more than was paid by our members for the work.

We have received eighteen applications for membership since our last letter was written, which makes a total of 126 since the Memphis meeting.

At the meeting of our board of managers last month it was decided to hold our annual convention on June 6 and 7, and it was practically agreed to have our headquarters and meeting at the New Sherman hotel on account of its splendid convention hall, and other provisions for taking care of a large meeting.

Mark these dates on your calendar and do not fail to be present and enjoy the hospitality of the Chicago lumbermen.

Very truly yours,
F. F. Fish, Sec'y-Treas.

B 192—Seeks Veneer Packages for Shipping Dry Chemicals

Midland, Mich., Feb. 10.—Editor Hardwood Record: If you are able to do so, we would thank you to advise us of whom we could probably purchase veneer packages, both boxes and casks, suitable for the transportation of light weight dry powders. We would prefer to have the names and addresses of more than one manufacturer, and prefer those located near this point.

[illegible] Company

Manufacturers of veneer packages suitable for containing and shipping the material in question will be put in communication with this prospective purchaser on application by referring to B 192, and addressing this office.—Editor.

B 193—Seeks Basswood Rotary Cut Stock

[illegible] Mich., Feb. 20.—Editor Hardwood Record: We are in the market for rotary cut basswood veneers for the making of boxes. Will you kindly put us in communication with [illegible] of this material?

[illegible] Company.

The writer of the above letter has been placed in communication with several Michigan and Wisconsin manufacturers producing basswood veneers, and any other who would like to figure on the requirements of a foremost Michigan box producing house, can have the address by referring to B 193, and addressing this office.—Editor.

B 194—Reprints of Editorial on Lumber Trade Conditions Abroad

Baltimore, Md., Feb. 16.—Editor Hardwood Record: We note an editorial in your issue of February 10, announcing the appointment of an emissary by the Department of Commerce and Labor, to seek and disseminate information in respect to conditions of the lumber trade abroad.

Several members of the National Lumber Exporters' Association suggest it would be a good idea to send all of our members a reprint of this article, and therefore would be very much obliged if you would send me at your earliest convenience, about one hundred copies of it.

J. McD. Price, Secretary.

The secretary of the National Lumber Exporters' Association has been supplied with the reprints of the editorial in question, agreeable to his request.—Editor.

B 195—Liability of Railroads for Slow Freight Delivery

Jasper, Ind., Feb. 14.—Editor Hardwood Record: Can you inform me whether or not I could bring a claim against a railroad company for non-delivery of freight within a reasonable time? I shipped a carload of quartered white oak lumber to Grand Rapids, Mich., on Jan. 6 and have been notified that the car has not yet arrived. I have always been under the impression that freight had to be moved fifty miles a day, and according to that the car should have arrived at destination within at least two weeks from date of shipment. Is there any ruling in regard to above?

[illegible].

This correspondent has been advised that a claim can be instituted against a railroad company for non-delivery of freight within a reasonable time before the Interstate Commerce Commission, but it is doubtful if the effort would pay for any possible award of damages that might accrue. So far as Hardwood Record knows, there is no enactment that compels a railroad to move freight fifty miles a day, although it is universally conceded that it should move cars at least that far daily.—Editor.

B 196—Approves Record's Editorial

Memphis, Tenn., Feb. 13.—Editor Hardwood Record: I have read the article on the foreign lumber industry exploitation with the greatest interest, and I am writing the secretary of the National Lumber Exporters' Association today, asking him to press the membership to enter a vigorous protest to the Department of Commerce and Labor.

There is no question in mind but that the appointment of his team to make investigation as to trade conditions and the lumber industry in foreign countries is a grievous error. We have spent many thousands of dollars of our own money in developing a business abroad, and to [illegible] through [illegible] knows [illegible] nothing whatever [illegible] will do a great deal of harm.

B 197—Allowance for End Matching

Pearsall, N. C., Feb. 12.—Editor HARDWOOD RECORD: It is our understanding that it is customary, where flooring is end matched, to allow three inches on the count for end matching, but we are unable to locate any authority for same. Can you cite us such an authority or advise us what you know regarding the custom?

LUMBER COMPANY.

The above inquirer has been advised that so far as HARDWOOD RECORD knows, end matched flooring is tallied on net measure from the end of the tongue, and while there is an allowance of three-fourths of an inch made for jointing, tongue and groove on the width of hardwood flooring, there is no allowance made for end matching. For example, a two and a quarter inch face finished floor strip is counted as three-inch width, with the net length of the piece over all.—EDITOR.

B 198—Dyeing Black Walnut Sap

Fort Wayne, Ind., Feb. 12.—Editor HARDWOOD RECORD: Your last issue just received. Under the heading "Dyeing Black Walnut Sap" there is much truth in what is stated, but, bear in mind when we say but, there are buts and buts, as there are first and seconds and first and seconds.

Dyeing walnut is one thing, but *properly* steam treating it is another thing. When the white wood is colored by a dyeing process, it is only a dye, but when properly steam treated, and don't forget for a minute the "properly," it is another thing.

The walnut tree each year grows on the outside, taking on a layer of new wood, and always white sapwood. The next year, the black acid from the heartwood, we will say, permeates and colors this white sapwood, the new growth always being white or sapwood, and year after year this continues, white turning to black.

There are some manufacturers who have studied out what nature does, and by artificial means help nature where she left off, that is, by a tried out process, draw the natural black acid that nature has already provided through the white sapwood and so color it, as nature would do the subsequent year, if the tree was left growing. There is a big difference in doing things.

This firm *properly* steams all its walnut, because the lumber so treated has pleased its customers for twenty odd years, and this firm is willing to stand or fall on its walnut sales, which are considerable (don't forget). Each board of every grade has passed through our *special process* of steaming, drawing the black nature's acid through the white sapwood, as nature would do were she allowed the time. We know we are right, because we always have orders booked ahead to cut, stick and ship when in condition. Walnut *so treated,* if we were not right, how could we book, repeat after repeat orders for twenty odd years for the same customers?

As this is Lincoln's Birthday, the following will fit in just right: "You can fool all of the people some of the time, and fool some of the people all the time, but you can't fool all the people all the [illegible] We have been dealing with the same people all the time for twenty odd years. Give them credit for as much intelligence as ourselves. If we were fooling them, they would have discovered it inside of twenty odd years, but, and again there is the "but" [illegible]

Your correspondent claims to be the originator of the Walnut Steaming Process, and has had to be the butt of many cussings where the other [illegible]

[illegible]

B 199—Seeks Literature for the Manufacture and Use of Lumber

San Francisco, Cal., Feb. 8.—Editor HARDWOOD RECORD: I am a subscriber to HARDWOOD RECORD, and am going to ask you to supply me with a list of books and articles dealing with all or any of the following subjects: growth, location, manufacture and uses of any or all kinds of hardwoods.

ALLEN & [illegible]

The writer of the above letter has been given a list of sundry books published on the various phases of the lumber industry, and is further advised that the larger volume of literature, covering the subjects named, is involved in the volumes of HARDWOOD RECORD. EDITOR.

News Miscellany

Memphis Lumbermen's Club Meeting

The Lumbermen's Club of Memphis, at the regular meeting held at Hotel Gayoso, Feb. 17, voted unanimously to authorize the river and rail committee to invite the Interstate Commerce Commission to come to Memphis to hold the hearing at which the question of estimated weights on lumber shipments is to be discussed. No date has been set for the hearing, but lumbermen are anxious that it shall be held here in order that proof may be furnished that there is some reliability to be placed in estimated weights where these are borne out by records covering a long period. It is pointed out that Memphis lumbermen have a very complete set of files covering this subject and it is believed that, if proper presentation is made, the commission may be prevailed upon to allow estimated weights to obtain. At present these are not accepted by the commission in the face of "clear track scale" weights claimed by the railroads, and it is alleged that lumber shippers are very much discriminated against on this account and that they are subject to all sorts of irregularities, practiced by the railroads in connection with the weighing and re-weighing of cars.

It was suggested by W. B. Morgan, secretary-treasurer of the Anderson-Tully Company, that the traffic committees of the three leading lumber organizations—the National Hardwood Lumber Association, the Hardwood Manufacturers' Association of the United States and the National Wholesale Lumber Dealers' Association—take up the subject of estimated weights and reach some uniform basis. He said that, with each organization having a different basis for the various hardwoods, it would be well nigh impossible to get the Interstate Commerce Commission to agree to estimated weights. He thought that the commission would not accept these weights unless the members of these different organizations could get together and agree upon some basis among themselves.

Although the river and rail committee reported in favor of the acceptance of the plan of combining the Memphis Freight Bureau in the establishment of the freight traffic department to protect the interests of lumber shippers, as outlined in the last issue of the HARDWOOD RECORD, no definite action was taken. The committee was instructed to look further into the matter and to make additional report at the next meeting. It was suggested that it might be possible to get the newly organized Memphis Manufacturers' Association to co-operate with the Lumbermen's Club in this matter, as the members of that organization will need to have some means of protecting their interests in connection with rates, refunds, claims, overcharges and other similar matters.

It was decided at this meeting to ask the newly appointed commissioner, who is to be sent by the United States government to Europe, to create a larger market abroad for American hardwood lumber, to be the guest of the club during his stay in Memphis. He is to come south to study manufacturing conditions and other phases of the hardwood lumber industry before leaving to assume his new duties. If there is not a regular meeting scheduled to take place during his stay in Memphis, it was ordered that one should be called to suit his convenience.

H. B. Weiss, George C. Brown & Co.; R. J. Carter, Blanton-Wyatt Lumber Company; H. B. Sutton, Twin City Hardwood Company, and Richard Petrus, VandenBoom-Stimson Lumber Company, were elected to active membership in the club.

Several communications were read from the steamship companies in response to the action taken by the club at the last meeting. These indicated that conditions were improving and that lumber and other freight could be handled promptly soon. It was also announced that the embargo affecting shipments of lumber and other freight to London and Antwerp had already been removed.

Chicago Association Appoints Committees

The board of directors of the Lumbermen's Association of Chicago, at a meeting on Feb. 12, appointed the following standing committees for the year:

CREDIT COMMITTEE: F. J. Heitmann, chairman, James Fryer, R. S. Huddleston.

TRAFFIC COMMITTEE: H. H. Hettler, chairman, George T. Mickle, F. T. Boles, F. E. Bartelme, C. A. Marsh, W. M. Hopkins.

FINANCE COMMITTEE: Murdock McLeod, chairman, H. S. Hayden, L. W. Crow, E. A. Thornton, E. H. Wilce, F. R. Gadd.

MEMBERSHIP COMMITTEE: F. B. McMullen, chairman, H. E. Stewart, L. E. Starr, A. J. Cross, A. H. Ruth, J. P. Konzen.

ENTERTAINMENT COMMITTEE: O. O. Agler, chairman, H. B. Welch, L. E. Rollo, George B. Osgood, Ben Collins, Jr., J. S. Trainer.

INSPECTION COMMITTEE: George J. Pope, chairman; Pine: V. F. Mashek, E. L. Thornton, H. W. Chandler, J. A. Nourse; Hardwood: Theodore Fathauer, S. C. Bennett, W. O. King, F. J. Heidler.

PUBLICITY COMMITTEE: Paul Schmechel, chairman, A. C. Quixley, John McDonnell, A. J. Schultz, W. C. Schreiber, J. H. Dodd.

Magnificent Mahogany and Circassian

C. L. Willey, the veneer and fancy wood magnate at Robey street and Blue Island avenue, Chicago, spent December of last year with his buyers in the Liverpool mahogany and fancy wood log markets, attending the auctions, at which he purchased very generously, and also secured a large quantity of wood at a private sale. It is said that in figured mahogany alone, his purchases amounted to more than a quarter of a million dollars. The sum involved in his tremendous purchase of Circassian walnut logs, more than seven hundred pieces, is unknown.

As a matter of fact, Mr. Willey's extensive purchase on the other side of the water has simply stripped the English market of fancy wood, which has not yet been replaced in any quarter, neither is there any prospect of it being replaced for a good while to come.

A portion of these purchases has already reached Mr. Willey's Chicago log yard, and experts allege that it is not only one of the largest and finest collections of figured mahogany that has ever reached the United States, but the logs show a greater average in size than has ever been seen in one group of fancy mahogany timber.

A few days ago Mr. Willey manufactured four of these huge logs that had an average size of forty-two inches square by twenty-eight feet in length, each containing more than four thousand feet board measure, and produced more than four hundred thousand feet of one-twenty-eighth inch sliced veneers. These logs all showed a remarkably handsome and striking mottle and commanded an unusual price. These four sticks, together with a considerable portion of the remainder of the purchase, grew in the Grand Bassam region of Africa. It is believed that Mr. Willey's holding of figured mahogany and Circassian walnut is by far the largest stock that is owned in the United States and that he has made a big coup in his purchase.

Owing to the depleted stocks of mahogany and Circassian walnut both abroad and in this country, and the increasing demand for these two varieties of wood, there has been a marked advance in price of fancy wood during the last sixty days, which is reflected in a material advance that has obtained in mahogany lumber. This is the first advance in price that this wood has shown in years. Current prices are ruling at from five to ten dollars a thousand more than obtained three months ago, and as there is every indication that the demand is in excess of the supply, this price will still further advance.

Details of Louisville Lumber Merger

Following the consummation of the details of the merger of E. B. Norman & Co. with the Norman Lumber Company, under the name of the Norman Lumber & Box Company, the new Louisville hardwood company has been bending its energies toward the completion of its large band mill at Holly Ridge, La., which will be ready for business shortly after Mar. 1. It will have a daily capacity of about 70,000 feet and will produce principally oak and gum.

The new firm is regarded as one of the strongest in the country. It has been capitalized at $175,000, and has elected the following officers: A. E. Norman, president; E. B. Norman, first vice-president; R. Carnahan, second vice-president; E. B. Thurman, treasurer. S. E. Booker, who was an officer of E. B. Norman & Co., retains his interest in the business, and will continue as manager of the box department of the concern.

A. E. Norman is one of the best known hardwood men in the West. He has been in the business for twenty-five years, and has won a reputation for fair dealing and ability to "deliver the goods." His son, Barry Norman, learned the business under him, afterwards organizing a company of his own. He will be in charge of the sawmill business. Mr. Carnahan has been a timberman principally, and is one of those who are aiding in the development of the forest resources of eastern Kentucky.

The Norman Lumber & Box Company will shortly have three plants: the sawmill in Louisiana; a wood-working plant at Ninth and Magnolia streets, Louisville, and a box factory at Shelby and Fulton streets in that city. The wood-working plant will cut lumber to dimension stock for the manufacture of poplar bodied vehicles for which there is an excellent demand reported.

The new company is a member of the Louisville Hardwood Club, of which its two component parts were members, A. E. Norman having been one of the organizers and the first president of the club.

Marriage of Charles B. Willey

Charles B. Willey, son of C. L. Willey, the well-known veneer producer of Chicago, stole a march on his friends a few days ago and was married to Miss Lulu Emily Herman. Mr. Willey's bride is a charming young lady of Wisconsin, and was a schoolgirl sweetheart of this gentleman. The marriage was a church affair, and was solemnized on Jan. 24. Following the wedding Mr. and Mrs. Willey started on an extended wedding trip to the South and the Pacific coast, from which they will return within a few days, and take up housekeeping in Chicago.

Mr. Willey has been manager of his father's Memphis plant for several years, but from now will become allied with C. L. Willey's big veneer and imported lumber enterprise at Chicago. Record extends its congratulations.



C. B. WILLEY, CHICAGO, BENEDICT

Annual Meeting Lumber Insurance Company

The annual meeting of the Lumber Insurance Company of New York, which has for years been specializing in the field of lumber insurance at reduced rates, was held at the head office of the company, 84 William street, on Feb. 7. The reports rendered to the directors at the annual meeting were very satisfactory and showed the business of the company to be on a conservative and substantial basis. Following is the statement of the company on Dec. 31, 1911:

ASSETS

Bonds (market value)	$683,600 00
Accrued interest	7,490.83
Cash—Banks and office	69,558 41
Premiums in course of collection	126,005.75
Due from reinsuring companies	14,739.41
	$901,394.40

LIABILITIES

Losses in course of adjustment		$ 91,985.09
Reinsurance reserve (N. Y. standard)		289,609.19
Reserve for expenses		10,252 44
Surplus to policy holders		
Capital	$400,000 00	
Surplus	79,547 68	
		479,547 68
		$901,394 40

In view of the fact that the New York Insurance Department in the matter of reinsurance requires that the company carry a liability reserve of fifty per cent on all premiums placed with companies not licensed in New York state, the financial statement of the company above mentioned would, if it were not for this fact, show an actual surplus of approximately $160,000, which in reality makes the surplus to policy holders $560,000. The Lumber Insurers' General Agency, underwriting manager for the company, is continuing to maintain its offices throughout the leading cities in the United States and Canada and its direct service to policy holders in the trade is most complete. The following officers and directors were elected for the ensuing year:

President, G. A. Mitchell of White, Gratwick & Mitchell, North Tonawanda, N. Y.; vice-president, W. H. Gratwick of White, Gratwick & Mitchell, Buffalo, N. Y.; treasurer, Guy White, North Tonawanda; secretary, Ralph H. McKelvey, New York; assistant secretary and treasurer, Charles R. Demarest, New York; directors: R. K. Albright, Buffalo Bolt Company, Buffalo, N. Y.; S. M. Clement, president Marine National Bank, Buffalo, N. Y.; W. G. Frost, Frost-Davis Lumber Company, New York City; W. H. Gratwick, White, Gratwick & Mitchell, Buffalo, N. Y.; F. C. Gratwick, attorney, Buffalo, N. Y.; William Hamlin, Buffalo, N. Y.; Elias M. Johnson, New York City; John D. Larkin, The Larkin Company, Buffalo, N. Y.; R. H. McKelvey, New York City; G. A. Mitchell, White, Gratwick & Mitchell, North Tonawanda, N. Y.; John Mitchell, Cleveland, O.; Guy H. Moulthrop, Moulthrop Lumber Company, Bay City, Mich.; Robert W. Poweroy, Buffalo, N. Y.; Clark L. Ring, Merrill-Ring Company, Saginaw, Mich.; Dwight J. Turner, Turner Lumber Company, Toronto, Ont.; Guy White, White, Gratwick & Mitchell, North Tonawanda, N. Y.

The Grand Rapids Lumbermen's Association Files Complaint

The Grand Rapids Lumbermen's Association recently presented a plea to the Interstate Commerce Commission asking investigation of alleged irregularities and discrepancies in the weighing of freight by carriers. The commission has issued an order stating that from information now before it, discriminations result and unreasonable charges are imposed by reason of the incorrect weighing of carload and less than carload freight, and that the methods and practices employed by carriers and shippers in the scaling of freight are faulty and improper. Hence it orders that a proceeding of inquiry and investigation be instituted into the practices of carriers in the weighing of interstate traffic commodities, with a view to the issuance of such orders as may be necessary to correct discriminations and make reasonable rates applicable.

This order would indicate a thorough investigation of the subject on the part of the Interstate Commerce Commission. E. L. Ewing, traffic manager of the Grand Rapids Lumbermen's Association, who is handling this case, says it is anticipated there will be several hearings in different sections of the country interested, and that the date of the first hearing will probably be established the latter part of March. He further says that the rate per hundred pounds and the weight of the shipment constitute the two factors that establish the transportation charge, and that one is of equal importance to the other. He advises that shippers should attend the proceedings above referred to and give the commission and the lumber trade the benefit of their testimony.

New San Antonio Lumber Company

The Hillyer-Deutsch-Jarratt Company of San Antonio, Texas, is the name of a newly incorporated company, composed of F. L. Hillyer and A. Deutsch of San Antonio, and Peter Kuntz of Dayton, O. The company will establish a line of twenty or more retail yards throughout Texas.

The present capitalization of the company is $80,000, which covers only the yards already established. This capitalization will be increased from time to time, as other yards are established. Kindred enterprises of the Hillyer-Deutsch-Jarratt Company are the New South Lumber Company, manufacturer and wholesaler of long leaf yellow pine, with mills in Louisiana, and the Sabine River Lumber & Logging Company, exclusive manufacturer of hardwoods, with band mills and planing mills at Flanagan, Tex. The latter concern saws only oak and gum, with marketing headquarters at San Antonio, and is owned entirely by F. L. Hillyer and A. Deutsch.

Hardwood News Notes

CHICAGO

At a meeting of the Board of Directors of the Lumbermen's Association of Chicago, on Feb. 14, resolutions of condolence over the death of Charles Watson Hinckley, who died on Feb. 5, were adopted and ordered spread upon the records of the association.

C. R. Lamb, chairman of the board of Lamb Fish Lumber Company, Charleston, Miss., and Manager W. B. Burke of the same institution spent several days in Chicago last week consulting over business affairs.

A conference of quite a number of the oak flooring manufacturers was held in Chicago last week, analyzing trade conditions and making plans for an advertising campaign in favor of this material.

Quite a number of the maple flooring manufacturers were Chicago visitors a few days ago, sizing up the situation surrounding this branch of the lumber industry.

During last week a meeting of the larger proportion of the rotary cut veneer producers of the country was held at the Auditorium hotel. The consensus of opinion among producers of this material indicates a fair volume of trade, but with a price situation that leaves very unsatisfactory margins in the production of rotary stock.

Archie C. Klumpf, president of the Cuyahoga Lumber Company and of the Lumbermen's Club of Cleveland, dropped into RECORD sanctum on Feb. 20. Mr. Klumpf was here in consultation with his Duluth inspector, and while in Chicago closed trades for 3,000,000 feet of Lake Superior white pine, to be forwarded at the opening of navigation.

W. H. Hopkins, treasurer and manager of the New River Lumber Company, with headquarters at Cincinnati, was a Chicago visitor last week and effected some important sales. Mr. Hopkins says that the stock of the big mills of the company at Norma, Tenn., were never as low since they started sawing as at the present time.

L. M. Schafer, president of the Konzen, Stumpf & Schafer Lumber Company, left Chicago on Monday of this week for Tennessee and Alabama, where he will take up oak and wagon stock. J. P. Konzen of that concern left at the same time for southern Ohio and West Virginia, where he will purchase hickory and poplar. Mr. Stumpf reports that the wagon stock business, in which this progressing concern specializes, is unusually active at present and in fact there is a market for every foot of good wagon stock it can get hold of.

The Lumbermen's Association of Chicago will hold a luncheon and business meeting at the Great Northern hotel at 12:30 on Feb. 28. The meeting will be held in the café on the parlor floor, and a number of pertinent questions will be brought up for discussion.

The chairmen of the various divisions of the Chicago Lumbermen's Association met in the association headquarters in the Rector building on Jan. 20. The chairmen have just been appointed for the year, and the idea of the meeting was to get them together to talk over the situation so as to insure co-operation during their terms of office.

Last reports from Secretary E. H. Klann of the recently organized Chicago Lumbermen's Club state that the total membership is now 385, of which 271 are resident members and the remainder non-resident members. The time limit after which applicants for membership will have to pay $50 additional for initiation has been advanced to Mar. 1.

E. E. Skeele of the Estabrook-Skeele Lumber Company was in Wisconsin last week taking up hardwood stocks.

H. C. Miller of the Hardwood Mills Lumber Company has been in northern Wisconsin most of the week on a buying trip.

C. E. Davis of the Mengel Box Company, Louisville, Ky., favored the Chicago trade with a visit during the week.

NEW YORK

The annual dinner of the representatives and heads of the Stevens-Eaton Company and its allied interests was held at the Hotel Manhattan on Feb. 8. Twenty-four principals and representatives from New York, Philadelphia, Buffalo and the West were present.

The Atlantic & Gulf Lumber Company is the name of a new wholesale house just opened at 29 Broadway with F. R. Clark in charge.

Robert W. Higbie, prominent hardwood manufacturer of 45 Broadway, recently made his annual visit to the Yale Forest School, New Haven, where he lectured on the subject of forestry from the practical standpoint. Mr. Higbie has for years given annual lectures at the school and his visit is always looked forward to with pleasure and profit by the students. On Feb. 24 Mr. and Mrs. Higbie left for New Orleans, from where they will go to Louisville to attend the convention of the National Wholesale Lumber Dealers' Association.

Sam E. Barr, for years prominent in the wholesale hardwood trade of this city, has leased two additional offices at 1 Madison avenue which will be in charge of George A. Yaest, who for the past year has been assisting Mr. Barr in his business. Mr. Yaest was previously with the Barr & Mills Company of Zanesville and Marietta, O., and is a competent lumberman. Mr. Yaest will have charge of the office and business, Mr. Barr devoting his attention to the outside. For several years Mr. Barr has been specializing in transit shipments of hardwood lumber, and has completed plans for an active 1912 campaign.

BUFFALO

The large plant of the Regal Furniture Company at Jamestown has been bought by Charles W. Herrick, formerly secretary-treasurer of the Maddox Table Company. Darwin Bliss, H. V. Herrick and Frank Patterson will be associated with Mr. Herrick.

A new lumber yard is to be opened here about May 1 by Hamilton H. Salmon & Co. of New York, of which Frank T. Sullivan is resident manager. The yard will carry an assortment of hardwood stocks, including a fair amount of lake lumber. A specialty will be made of maple and basswood. The lumber now at the Tonawanda yard will be shipped as fast as possible, the Buffalo yard being in a more favorable location.

F. W. Vetter's yard has been receiving a large stock of Pennsylvania and other hardwoods lately. Maple is expected to be very good property this spring and stocks here will not be large.

As a member of the Good Roads Committee of the Chamber of Commerce and the owner of a Pierce touring car, Anthony Miller will devote considerable attention to promoting better highways around Buffalo this year.

G. Elias & Bro. are looking for good business in the building line in Buffalo this spring, though the demand for lumber and doors this month is said to be only fair.

PHILADELPHIA

William C. MacBride, president of the Lumbermen's Exchange, has appointed a committee to represent the exchange at the chestnut blight convention to be held in Harrisburg, Pa., Jan. 20 and 22; a second committee, to meet with the Pennsylvania Lumbermen's Association, the Philadelphia Wholesale Lumber Dealers' Association and the Philadelphia Retail Lumber Dealers' Association, to discuss plans to have the lumber industry represented in the great historical pageant, to be held in Philadelphia, Oct., 1912; and a third committee to represent the Lumbermen's Exchange at the convention of the National Wholesale Lumber Dealers' Association, to be held at the Seelbach Hotel, Louisville, Ky., Mar. 6 and 7.

Robert W. Schofield of Schofield Bros. reports inquiries free and orders satisfactory, with good prices. The mill of the Saltkeatchie Lumber Company, Schofield, S. C., owned by the Schofield Bros., is in full operation.

The W. R. Taylor Lumber Company has engaged W. W. Taylor, formerly with the Wilson Cypress Company, Palatka, Fla., as salesman, to look after northern New Jersey territory, and Samuel Nickols, formerly with Samuel H. Shearer & Son, to take charge of eastern Pennsylvania territory.

E. M. Bechtel, sales manager of William Whitner & Sons, Inc., testifies to a positive acceleration in business. It is much easier to sell goods than to ship them he says, owing to continued severe weather. However, the outlook is favorable.

Chapin L. Barr, secretary and treasurer of the Whiting Lumber Company, reports a brisk trading in low grades of lumber, with stiff prices.

Henry S. Field, proprietor of Justice P. Taylor & Co., has given up his office in the Real Estate Trust building, and is now at Twenty-first street and Sedgeley avenue, where he has established a wholesale distributing yard.

Charles G. Blake, manager, E. V. Babcock & Co., reports a growing demand for hemlock and spruce, with stronger prices in low grades.

The George M. Spiegel Company, Philadelphia, was incorporated under Pennsylvania laws, Feb. 16 with a capital stock of $75,000.

The Keath-Shields Planing Mill Company, Lititz, Pa., was incorporated Feb. 16 with a capital stock of $10,000.

Justin Fitz Randolph Peters, son of Justin Peters, the popular manager of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, and Miss Elizabeth Mitchell of this city were married on Feb. 14. Immediately after the wedding the happy couple started for Palm Beach, Fla., where they will spend their honeymoon.

PITTSBURGH

The E. H. Shreiner Lumber Company has moved its headquarters from the ninth floor of the Farmers Bank building to the ninth floor of the House building.

The McDonald Lumber Company has one mill in Centre county, Pennsylvania, cutting stock and will start another Mar. 1. It reports a very good inquiry for hardwoods, considerable of which comes from the railroads.

The W. P. Craig Lumber Company has been fortunate in getting some nice railroad orders lately. Its business is in good condition and its chief complaint is slow shipments.

Thomas L. Rice has resigned as manager of the Western Reserve Lumber Company of Warren, O., and will enter the wholesale lumber business at Niles, O.

The Aberdeen Lumber Company has more

orders on its books now than ever before. J. N. Wescott anticipates a good year in ash and basswood, owing to the big trade from the box people.

The plant of the Beaver Falls Planing Mill Company at Beaver Falls, Pa., was burned lately with a loss of $75,000. It will be rebuilt at once.

The Thomas D. Cook Lumber Company is making nice headway at its new offices in the Oliver building where Ben Cross is in charge. B. W. knows a thing or two about hardwoods and general lumber wholesaling and it's a cold day when he is not "on the job."

The Camp Manufacturing Company with George Camp at the helm in its Pittsburgh office in the Frick building is handling some splendid inquiries. Its mills are very busy and its reports indicate a strong tone to the market.

BOSTON

The Merrick Lumber Company of Holyoke, Mass., has established a wood-working plant at its branch in Easthampton, Mass.

The Nemo Mahogany Company with headquarters in Hartford, Conn., is preparing to discontinue business. The company had options on mahogany lands in Mexico, but these have expired. It was organized about four years ago. Among those connected with the company are Arthur I. Jacobs, Corey F. Wood and Louis E. Stoner.

The A. S. Nichols Company, Boston, has been organized for the purpose of manufacturing and selling lumber and veneer dryers. The capital stock is $400,000 divided into four thousand shares of $100 each. The incorporators are Philip R. Ammidon, Kenneth H. D. Maynard and A. Ingham Bicknell.

George R. Miller, formerly well known in the lumber trade in Boston, died suddenly in this city, Feb. 4.

Clarence H. Carpenter, who has been the surveyor of lumber of Providence, R. I., since 1895, has decided not to allow his name to be used again for this office. He has recommended that the office be given Frank B. Chedell, his oldest deputy surveyor.

C. L. Goodwin of C. L. Goodwin & Co., wood turners, Worcester, Mass., died at his home in that city Feb. 9 at the age of sixty-six years. He is survived by a widow and three sons.

BALTIMORE

A broad plan for the conservation of Maryland forests is embodied in three bills now before the state legislature and on which a hearing before the finance committee was held Feb. 20. One of the measures introduced provides for the purchase of land for a forest nursery and an annual appropriation of $10,000 [illegible] maintenance and extension of the work under the State Board of Forestry. A special appropriation of $6,000 is provided by the bill for the publication of reports and maps showing the forest areas of the several counties. By the terms of another bill $25,000 is appropriated for the purchase of land between Relay and Hollofield, a distance of ten miles, on both sides [illegible] to be added to the present forest reserve. The object of this purchase is to protect the watershed, and to prevent contamination of the water supply. The third bill provides for an appropriation of $6,000 a year for two years to enable the State Board of Forestry to take measures for the control of the chestnut blight. This measure is similar to the Pennsylvania statute on the subject and would insure co-operation between the two states.

William H. McElroy, representing the Illingworth Resinate Timber Corporation, has purchased [illegible] acres of land in Anne Arundel county, near the city, and a factory for the preserving of lumber after the processes on which the company holds patents is to be erected on the tract.

The situation with respect to sailings from Norfolk to Europe and the forwarding of export lumber has materially improved. Additional steamers have been put on by the companies, and it is thought that by the middle of next month the big accumulations at Norfolk will have been gotten out of the way. How serious the congestion was for a time appears from the fact that not less than 782 cars of export lumber had been concentrated at Norfolk, without any prospect of these stocks being forwarded within a reasonable period. The most troublesome factor that now looms up is the high freight rates to Antwerp, Rotterdam and other points on the continent. This advance is so much greater than the rates for New Orleans and other Gulf ports as to create the impression that it was decided upon by the steamship lines as a means of diverting the lumber movement to the Gulf, where it can be handled in connection with other freights, and, therefore, more advantageously.

COLUMBUS

The Nolze Lumber Company of Chillicothe, O., has been incorporated with a capital of $35,000 to manufacture and deal in lumber and interior finish. The incorporators are Herman C. Nolze, W. F. Gunther, Harry J. Nolze, Marjory Nolze and L. B. Gunther.

The American Wrecking & Salvage Company of Cleveland, O., has been incorporated with a capital of $15,000 to deal in lumber and wrecking materials. The incorporators are M. L. Bernsteen, A. E. Bernsteen, L. H. Weiber, M. B. Schorfeld and A. J. Halle.

The Central Avenue Lumber & Supply Company of Columbus, O., has been incorporated with a capital of $10,000 to manufacture and deal in lumber and building materials. The incorporators are John Cashatt, George E. Fullerton, W. A. Bilikim and Rose A. Myers.

The Bruns-Bowersox Land & Lumber Company of Stryker, O., has been incorporated with a capital of $100,000 to buy and sell lumber and timber of all kinds. The incorporators are Henry F. Bruns, Charles Bowersox, F. M. Bruns, C. R. Bowersox and R. B. Bruns.

J. Van R. Gardner, formerly central Ohio representative for the W. M. Ritter Lumber Company, has resigned his position to enter the lumber business on the commission plan, with offices at 401 Columbus Savings Bank building. He is succeeded in the Ritter company by H. H. Leukhart.

The damage done to the McKenzie Lumber Company's plant at Delaware, O., by the recent fire has been repaired and new machinery is being installed.

R. W. Horton of the W. M. Ritter Lumber Company said, "The month of January this year was considerably ahead of January, 1911, and February so far also shows a fair increase. The prospects for the future are good. The improvement in the lower grades of hardwood is exceptionally good and quotations are strong. We look for a good season this spring."

Exemption of timber land from taxation in order to encourage forestry and a production tax on mineral lands are among the constitutional amendments that will be suggested by the tax commission in its annual report to Governor Harmon of Ohio.

TOLEDO

There has been a break in the cold weather which has prevailed for many weeks in this section, and the change has given a new impetus to the hardwood business. Shipping conditions however are in a deplorable shape. Cars of coal in the Toledo railway yards have so impeded shipments that it is almost impossible to get consignments through at the present time. Numerous cars of lumber are now detained here which should have passed through weeks ago. It is thought that with the coming of milder weather the condition will gradually adjust itself, and within a few weeks the yards will be cleared.

Manager Roberts of the Big Four Hardwood Company reports an increased trade in hardwoods of all kinds recently, the demand for the most part coming from factories. Oak is steadily advancing, and prices all along the line are firm.

Lawrence F. Conway, F. P. Shelly, John Peach and C. S. Shelly of Toledo, have secured articles of incorporation for the Louisiana Cooperage & Land Company, which will have a capital stock of $50,000. The company has acquired a tract of 3,000 acres of land about 100 miles west of New Orleans. A portion of the land is heavily timbered, and a stave and hoop mill will be erected on the ground for the purpose of handling the timber. The entire tract will then be utilized in the growing of sugar cane.

Frederick Koss, one of the old-time lumbermen of this section, died at his home in Fostoria last week of a complication of diseases. He leaves a wife and three children.

Announcement is made that Olin Bard and Don Wiland have purchased the property owned by the S. S. Cox Show Case Company, at Bryan, O., where they will start a factory in the near future.

Fire of unknown origin on Feb. 18 totally destroyed the furniture plant of the Lindow, Leibus & Gerchow Company of this city. Besides many antique pieces which had been sent in to be refinished, $12,000 worth of furniture for the Putnam County Court House, $8,000 worth of finished furniture for the Cleveland Public Library and a carload of rare San Domingo mahogany were destroyed. The loss is estimated at $50,000. The company expects to rebuild and plans will be drawn as soon as the insurance is adjusted.

INDIANAPOLIS

While the prospects for spring trade are exceedingly favorable, the hardwood trade at present is inactive. This is owing to the severe weather and to the fact that industries using hardwoods for manufacturing purposes have not generally begun their spring runs.

Much is to be expected from the trades for hardwoods for interior finish and the veneer plants and interior hardwood concerns are expecting a much better trade in this line than last year. Hardwood prices are holding their own, and a slight increase is expected within the next six weeks.

No large contracts for hardwoods have been placed recently. The different grades of oak are said to be in greatest demand.

The Bicknell Lumber Company of Bicknell has increased its capitalization from $15,000 to $25,000.

The McLaren Lumber Company of Shelbyville and the Monticello Lumber Company of Monticello have each increased their capitalization $10,000.

A hearing will be held by the Indiana State Railroad Commission in this city March 5 to consider the adoption of a scale for freight rates on logs, the previous scale having expired by limitation some time ago.

Judge Clarence Weir of the superior court has authorized the sale of the property of the New Hygienic Refrigerator Company, by the Security Trust Company, receiver, to Henry Caylor, trustee.

The Indiana state board of forestry has issued a bulletin urging farmers to clear their wood lots of timber of uncommercial or low

commercial value and to plant white ash, yellow poplar, black walnut, white, burr and red oak and hickory trees. The board estimates there are four million acres of land in the state devoted partially to wood lots, but that this acreage is only about half planted.

EVANSVILLE

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel Tuesday, Feb. 13. After an enjoyable dinner, the regular business session was held. The following officers were installed for the coming year: President, D. B. McLaren; first vice-president, Fred Reitz; second vice-president, F. M. Cutsinger; secretary and treasurer, Elmer D. Luhring.

President McLaren announced the following committees to serve for one year: Finance, Daniel Wertz, Bedna Young and W. W. Halloran; entertainment, W. W. Halloran, Claude Maley and Elmer D. Luhring; membership, Fred Reitz, Daniel Wertz and Richard Broadwell; publicity, Charles Wolflin, O. Grimwood and Joseph Waltman; statistics, Bedna Young, F. M. Cutsinger and Elmer D. Luhring; law and insurance, Daniel Wertz, Bedna Young and O. Grimwood; river and rail, Chas. W. Talge, C. P. White and Charles Von Behren.

Secretary Luhring read his annual report which showed the club to be in a most flourishing condition. The various committees that had charge of the Indiana Hardwood Lumber Association made their final reports, and were discharged. A formal vote of thanks was extended to former Vice-President Fairbanks, Col. F. B. Posey and others for making addresses before the convention.

It was decided to give a banquet in the near future to the furniture and woodwork manufacturers of the city. Committees were appointed to arrange for the banquet, and these will meet within two weeks to make the final arrangements.

L. A. Borthwick, formerly with Hamilton H. Salmon & Co., of New York City, has been appointed eastern sales representative for Young & Cutsinger. Mr. Borthwick will make his headquarters in Buffalo.

Oscar Grimwood of Maley, Wertz & Grimwood has sold his interest to Maley & Wertz, and the business will be continued by the latter firm. The mill operated by Maley, Wertz & Grimwood was built a few years ago by the Henry Maley Lumber Company, and is located in South Evansville. It is one of the largest and finest in the city.

NASHVILLE

Mrs. J. Kelley of Jackson recently sold 100 acres of fine timber land near Lexington to A. R. Appleby for $7,500.

Local members of Hoo-Hoo held an interesting and enjoyable meeting on the evening of Feb. 17 at the Maxwell House. A dozen kittens were initiated and this was followed by a session-on-the-roof, the chief feature of this being a splendid five course dinner. There were nearly fifty members and special guests present and the occasion was greatly enjoyed by all.

The Nashville Lumbermen's Club recently appointed a committee, composed of T. B. Johnson, Willis Faris, Henderson Baker and B. J. Loevenhart to nominate new club officers for the ensuing year, and it is understood this committee will insist that the old officers be re-elected. Increasing interest is being taken in the meetings of this club.

Joe Scheffer of the local lumber concern bearing his name, has reported to the Nashville Lumbermen's Club a refusal by the railroads to construct branch tracks into his company's yard without a written agreement not to hold the railroads liable for fires caused by sparks from engines. This agreement, some contend, would increase insurance rates, and would cause a hardship upon those engaged in the business.

The McIlvain interests of Philadelphia which through the Woodcliff Lumber Company recently formed plans to develop timber property near Monterey, is said to have options on two other valuable tracts near Monterey, owned by Johnson Brothers. These tracts contain some especially fine oak and poplar timber. Johnson Brothers will retain large tracts in the same vicinity which they expect to develop.

MEMPHIS

Weather conditions in this territory during the past fortnight have been more favorable for logging work as well as manufacturing operations, with better progress in both directions, than noted for some time. At the same time there has been a broadening of demand, and comparatively large shipments of lumber, with the result that there has been no gain in the amount of available stock in this territory. As a matter of fact the supply of dry lumber is scarce in a number of important items, and the undertone of the market is decidedly more wholesome on this account.

The continued activity in box manufacturing circles is resulting in a large demand for the upper grades of cottonwood and gum. There is a pronounced scarcity of cottonwood in the lower grades used in the manufacture of boxes, and as a consequence, manufacturers are compelled to use more gum than heretofore. This has thrown a larger demand to the holders of low-grade gum, who have enjoyed a better trade than for a long while. Prices are higher on all kinds of low-grade gum, and the cottonwood market is in a stronger position than it has been for years at this time.

The situation on the Illinois Central railroad is one that is causing much disturbance to lumber interests. There is a decided shortage of cars and an unusual delay in the forwarding of cars after they have been loaded. The Illinois Central officials declare that the present trouble is largely the result of the recent severe weather in the North which has made it impossible to unload cars promptly. They say that an unusual proportion of the rolling stock is tied up on the northern lines and that they are unable to give all the cars needed. However it is believed that the present condition is only temporary, and that there will soon be a sufficient number of cars for all needs.

The State Board of Railway Incorporators of Arkansas has granted a charter to the Cairo, Truman & Southern Railroad Company, which proposes to build a line from Truman, Poinsett county, to Earl, Crittenden county, a distance of twenty-nine miles. The Truman Cooperage Company is back of this road. It already has a line nine miles in length which is being used for logging purposes. This will be incorporated in the new road, and the line will be used, not only for logging purposes and for the handling of lumber, but also for general traffic. The new road will connect with the Frisco at Poinsett and with the Memphis branch of the St. Louis, Iron Mountain & Southern at Earl.

The J. C. Pennoyer Company, manufacturer of tight barrel cooperage, has opened offices in Memphis, in charge of Edward Hamilton, formerly of Wynne, Ark. This firm does a large business with turpentine growers and manufacturers of cotton seed oil in the South and Memphis has been selected as distributing center for the patrons in the southern states. The firm also does a large export business.

The Virgin Timber Company has been formed at Pine Bluff, Ark., with a capital stock of $600,000. J. G. Bell, W. J. Lockwood and George H. Adams are the incorporators. The Triangle Lumber Company has also been formed with a capital stock of $125,000. A. B. Newman, James H. Allen and others are the incorporators. These companies are owned by practically the same interests, and have been formed following the recent purchase by A. B. Newman and associates of the property of the Bluff City Lumber Company and the Clio Lumber Company.

A bit of interesting history is being made at Washington, in connection with the suits of the J. W. Thompson Lumber Company et al versus the Illinois Central and the Yazoo & Mississippi Valley Railroad companies, and Russe & Burgess, Inc., et al versus the Transcontinental Freight Bureau. The former involves an advance in rates from Memphis to New Orleans, which was declared unreasonable in 1908, and was ordered restored to the old level with reparation from the time the bill was filed. The other involves the advance of ten cents per hundred pounds on rates to the Pacific coast. This was also declared unreasonable and the old rate was ordered restored, with reparation from the time of the filing of the suit up to the time of the decision. The attorneys for the complainants in both cases sought to secure reparation from the time the advance was made in each case, but the commission refused to entertain this. Thereupon the matter was carried to the United States court in an effort to secure proper authority to compel the commission to entertain such a motion. Upon the formation of the Commerce court the suit was transferred to the latter and the Interstate Commerce Commission has just been ordered to consider a motion looking to reparation for the entire period covered by the advance in rates. In the event Memphis lumbermen are successful, the refund will amount to between $40,000 and $50,000.

BRISTOL

The band mills of the Whiting Manufacturing Company at Judson, N. C., which have been idle for several weeks, will soon resume operations. The company is now running its planing mill and its yards are still well stocked.

The work of establishing a planing mill and yard at Chase City, Va., is shortly to be undertaken by the Burke Lumber Company, which was organized some weeks ago at Morgantown, N. C., with a capital stock of $100,000.

The Stone-Huling Lumber Company of this city will soon begin work on the erection of a planing mill, which will be 150x200 feet, three stories in height and of brick construction. The mill will adjoin the company's present planing mill and yard site.

The Columbian Paper Company of this city is increasing largely the capacity of its large pulp plant, which cost $500,000. The company has about 20,000 cords of pulp wood on the yards here, and has contracts that will supply the plant for years to come.

LOUISVILLE

Among the speakers who have accepted invitations to address the National Wholesale Lumber Dealers' Association at the banquet which will be held Wednesday evening, Mar. 6, are Swagar Sherley, the brilliant young Louisville Congressman, and Augustus E. Willson, former Governor of Kentucky. Several other noted men will be present, while the remainder of the entertainment features will be worth traveling far to enjoy. Preparations for the event have been practically completed by the Louisville Hardwood Club, which has charge of the arrangements in the Kentucky metropolis, and prospects are for one of the most successful lumber conventions of the year.

A car shortage of considerable proportions has developed in this part of the country. Louisville lumbermen report that it is difficult to secure enough cars to take care of orders, and as business is improving rapidly this has been very discouraging. However, the railroads

because that cars which have been in the shops will soon be ready for use and that with better weather at hand they will be able to handle the situation in better shape.

The announcement from Washington that the Government is to aid in the fight on the bug which attacks the hickory tree has brought forth a report in a local newspaper that most of the damage to the hickory forests of Kentucky during recent years has been due to the practice of felling trees during the fall to get the nuts. Whether there is a great deal of truth in this is doubtful; yet it is agreed that at least a few trees have been sacrificed to the desires of nut gatherers.

D. C. Harris, traffic manager of the C. C. Mengel & Bro. Company, has been elected president of the Louisville Transportation Club, an organization composed of leading shippers. Mr. Harris has long been active in its work.

The W. P. Brown & Sons Lumber Company is considering plans for the addition of another yard in Louisville. The quarters at Sixth and A streets are getting too small for the large stocks which the company are carrying.

It is reported that the Yellow Poplar Lumber Company of Coal Grove, O., will build a railroad in eastern Kentucky. The road will run from a point beyond the Breaks of the Big Sandy, twenty-five miles up Russell-Prater creek. The company will erect several large sawmills there to manufacture the timber which will be made available.

The Booker-Cecil Company of Louisville, is having a switch run into its yard at Clay and Fulton streets. Business with the new company is reported to be good.

ST. LOUIS

The regular business meeting and dinner of the Lumbermen's Club of St. Louis was held at the Planters hotel on Feb. 13. The most important business transacted was the appointment of W. E. Barns to represent the club at the meeting of the National Wholesale Lumber Dealers' Association at Louisville, Ky., on Mar. 6 and 7.

The South Land & Lumber Company was recently incorporated in St. Louis to take over a timber and land development project in Stoddard county. It has a capital stock of $100,000, fully paid. The company has acquired 5,000 acres of hardwood timber land adjacent to the new town of Kinder. The timber will be cut and the land converted into farms.

A tract of land in the western part of St. Louis has been acquired by the Ray E. Pickrel Lumber Company of Chandlerville, Ill. The company will build a large planing mill for cutting and finishing walnut lumber and will make [illegible] stocks.

MILWAUKEE

The Stoughton Wagon Company of Stoughton has completed the work of installing electrical motive power in its plant. Twenty-two [illegible] are now in operation. H. J. Vos is president and W. C. Hegelmeyer is secretary of the company.

Senator A. W. Sanborn, receiver for the John K. Davis Lumber Company of Phillips, after a conference with the federal court at Madison, has announced that the lumber company will [illegible] a new mill at Phillips as had been [illegible] but will continue to operate a mill [illegible] by the late Senator Sanborn [illegible] a reorganization of the company [illegible].

The Milwaukee Cabinet Works plant at Merrill [illegible] to be remodeled with a [illegible] addition [illegible] be made in the spring.

J. G. [illegible] of Wausau, has moved to Stevens Point [illegible] engage in the wholesale lumber business. Offices will be in the Cook building.

The Berlin Machine Works of Beloit, operating one of the largest wood-working machinery manufacturing plants in the United States, will soon open its new office building. The structure has been completed and is now being furnished. The company will soon start on the work of erecting its new factory addition, which will be devoted to the manufacture of sawmill equipment. P. B. Yates, president, is on a trip to Mexico and New Orleans.

The Fond du Lac Church Furnishing Company of Fond du Lac has been reorganized under the name of the Fond du Lac Church Furniture Company. The business will be enlarged and new sales agencies will be opened in all the leading cities of the United States. The company's plant is now operating at full capacity. The capital stock of the company has been placed at $150,000.

MINNEAPOLIS

There has been a noticeable falling off in the demand for hardwood lumber in the Twin Cities during the past two weeks, though low-grade stock, both in hardwood and pine, is being taken in at reduced figures. The prospects are bright for good building trade during the coming spring and summer.

Plain oak is in fairly good demand, while quartered stock both in red and white, is slow. Hard maple is selling at about the same prices as during last year, while birch is strong in price with only a fair local demand. Grain door boards, both in hemlock and hardwood are in light demand and practically all of the railroad contracts for car material in oak have been closed for the year.

Taken all together, the jobbers and wholesalers are not over rushed with business, which is partly due to adverse weather conditions.

Alex McNeal, manager of the hardwood department of the Webster & Whipple Lumber Company, reports a good deal of stock contracted and considerable business booked.

The Gillitt-O'Leary Company, which handles largely high-grade birch, reports a fair number of orders ahead for most all thicknesses of stock, at prevailing market prices.

Osborne & Clark report a fair volume of trade for this time of year, the heaviest demand being for wagon stock.

CADILLAC

A large broom factory is being erected at Big Rapids, Mich., by John Otis of Mancelona. The new factory building is to be of white brick, 110x38 feet, and has two stories and a basement. The machinery is of the latest improved kind, and is driven by electricity. The plant will have a capacity of seventy-five dozen brooms a day.

At the recent annual meeting of the Gaylord Manufacturing Company, manufacturer of sleighs and wheels for lumbering purposes, of Gaylord, the following officers were elected: Seth M. French, president; John Yuill, vice-president; William Shepard, secretary; D. K. Mitchell, treasurer and general manager.

Ira B. Bennett, vice-president of the Hume-Bennett Lumber Company of Sanger, Cal., has sold his share in this company to Thomas Hume, a lumberman of Muskegon, Mich., for nearly $1,000,000.

Frank E. Caswell of Portland, Mich., has sold his lumber business to Charles A. Estep, who expects to consolidate it with his own business.

The Hardwood Market

CHICAGO

Weather conditions are having a predominating influence upon the Chicago trade at present. Just as it was beginning to look like spring again, and building operations were opening up, a terrific snowstorm came along, with the result that activity in the building trades will very likely be postponed a couple of weeks longer. But even beyond this, there seems to be more or less uncertainty in the building situation, owing to continued unsettled conditions in labor circles. The proportion of building permits so far this year compares unfavorably with 1911, which can probably be accounted for by a hesitancy on the part of prospective builders to go ahead with any work until they have the assurance that erection will proceed uninterruptedly.

Nevertheless interior finish plants, flooring factories and similar lines have all the orders on their books they can take care of, though for the most part they are holding off until they can be sure of making deliveries.

The majority of the wholesale element locally reports a continuance of improvement in general conditions which has been noticeable since the first of the year, and it is everywhere apparent that the active movement of low-grade stuff will continue. The entire local trade voices the sentiment that there will be a decided stiffening of prices within the next few months, owing to the absolute scarcity of dry stocks at all mill points. In northern woods the most noticeable change is in No. 1 and No. 2 common basswood. One large handler of this stock says that in many instances consumers are unable to get sufficient No. 2 common, and are taking No. 1 instead.

Railroad orders and inquiries continue to come in in excellent shape and one large handler of this line is quoted as saying: "We have inquiries for a tremendous amount of stuff on hand at present."

NEW YORK

The hardwood market at New York shows a very fair run of business, with inquiries and orders plentiful. All indications point to an active spring market not merely from the standpoint of a very fair consuming demand, but likewise from the fact that stocks in the hands of buyers and local manufacturers are not very plentiful. Prices are ruling firm, especially on good-grade lumber, stocks of which are reported to be less than normal at manufacturing points.

BUFFALO

There has been a more satisfactory volume of trade in hardwoods this month, the weather having changed to mildness, which permitted the shipping of orders that had been delayed during the cold weather. Oak and chestnut are in fair demand, with prices holding firm. Maple and birch are strong, and are expected to bring the usual high prices during the spring. Ash and elm are in better demand.

PHILADELPHIA

The unprecedented severe weather in the South during the last fortnight has interfered so

materially with lumber manufacturing and shipping that the wholesaler and consumer find it almost impossible to obtain goods to equal the demand. Standard woods generally and especially good chestnut are scarce, and the stiffening of the low grades of soft woods is forcing the buyer to seek low grades of hardwoods for box purposes, which will naturally mean an upward move in prices and increased profits in those grades which have been sluggish heretofore. January trading has been surprisingly brisk, with no diminution so far in February, and signs are potent for an enlarged spring activity. The ship building industry is kept busy on orders. Railroads are looking to necessary equipments and both railroad and trolley car building plants are employing extra hands to carry out orders. Yard buying has not responded to expectation. Box makers are rushed and paying advanced prices for material. The whole situation considered, the outlook for continued increased trading is promising.

PITTSBURGH

Business is waiting. Everything in every line indicates a partial suspension of buying, pending important developments, especially important to the Pittsburgh district. Chief among these are the threatened coal strike April 1 and the proposed reduction of the tariff on steel. The weather, too, has been unfavorable. There has been almost no yard trade, and planing mills have been frozen up tight. Construction work is entirely absent. Most of the trade has been with the manufacturing concerns—good consumers of hardwood—which seem determined to buy more lumber than last year. Stocks are uniformly short and everybody expects a slightly higher range of quotations in the spring for this reason and because of the larger buying inquiry that it is believed will be in evidence shortly.

BOSTON

Trading in the local hardwood market has not been of an encouraging character for two or three months. Ever since the first of the year an improvement in demand has been anticipated, but buyers still prefer to operate in a conservative way. Consuming manufacturers have been satisfied for a long while to buy only for immediate requirements. Dealers complain that some manufacturers of hardwood lumber who have been offering stock direct to the consumers have at times been willing to make slight concessions. The large manufacturing plants that cut up hardwood lumber are fairly busy and it is believed that a better business is not far distant. For some time past there has been quite a spread in the asking prices of maple. Plain oak is fairly steady with a moderate demand. Quartered oak is still selling in a quiet way. Cypress has sold in a fair way.

BALTIMORE

At last there has been a break in the cold weather which will admit of a freer movement of stocks, a quickening of activity having already been noticed. This applies especially to the yards, which for a time placed orders only for immediate requirements. Some freedom in the demand is being shown, and millmen and wholesalers report that orders are being placed in considerable number for delivery as far ahead as the middle of April or even later. This is taken to indicate increased confidence in the future.

All hardwoods are practically where they have stood for some time. There is no decline in prices, the tendency being upward, and the outlook is regarded as full of promise. Oak planks are bringing the highest prices ever noted in the foreign trade. However, exporters have been handicapped by a lack of shipping facilities, and their extra margins are also to a large extent absorbed by the advance in freight rates, hence they are not in much better shape than formerly. Extra wide poplar is about the only grade that does not respond to the improvement that has taken place. Sound wormy chestnut is holding its own, with other woods showing no marked changes. The question now is to get stocks in adequate quantities and millmen incline to the view that there will be a decided advance unless conditions undergo an appreciable change.

COLUMBUS

With the approach of spring, trade in hardwoods is improving in central Ohio. The volume of business is increasing, and firmness characterizes prices on all grades and varieties. Stocks in the hands of dealers and factories are not large, and with the opening of spring, they will be in the market for a replenishment of materials. The outlook for building operations throughout central Ohio is very good, which will mean a better demand for most varieties of hardwoods. Dry stocks are not large and there is no accumulation at any place. Railroads are now able to handle shipments more satisfactorily. Collections are a little slow.

The demand for the lower grades of oak, poplar and chestnut is good, and consequently prices are stiff and advances have been announced during the past fortnight. Quartered oak is firm and the demand is good. Chestnut is moving well. Poplar is strong. Basswood is active. Other hardwoods are unchanged.

CLEVELAND

During the past ten days there has been a general lull in buying, but inquiries are still plentiful. There is a strong belief that as soon as weather conditions permit the resumption of building operations, many of the quotations now being made will be fruitful. There has been no perceptible change in prices during the past two weeks.

Oak, in all items, is holding firm with light offerings. There is a good demand for No. 1 common and better and mill cull chestnut, with little being offered. Sound wormy seems to be plentiful and the price on this grade has eased up a trifle. Inquiries for mahogany are better than they have been for some time. Maple is about the only item that is not holding up to the standard maintained since the first of the year. The easing up in demand and price of this stock is attributed to the weather, as very little flooring has been used since the middle of December. Flooring manufacturers are well caught up with their orders, with good stocks on hand.

TOLEDO

During the past fortnight a marked improvement has taken place in every branch of the local hardwood trade. Manufacturing concerns have been in the market for increased quantities of hardwoods, and there has been some demand from builders. The demand for all kinds of oak has been very persistent, with a limited supply. Considerable export has been done recently, the call being unusually strong for various grades of oak, prices on this material having advanced slightly. Gum has been in good demand, being substituted heavily for other materials which have not been plentiful. Hickory has been in strong demand especially from bending concerns and vehicle plants, and prices have been somewhat varied. There has been a perceptible advance in this material recently, and a scarcity that promises still higher prices. Poplar has also been moving well. There has been some call for poplar siding and the tendency has been towards stiffer prices. The demand for hardwood boxing and crating is strong, and stocks are low. Local hardwood yards are well stocked with complete lines, but are losing no opportunity to lay in supplies whenever purchases can be made on a fair basis. The present condition is most satisfactory and hardwood dealers here are anticipating one of the best years in the history of the business.

EVANSVILLE

There has been but very little change in the local hardwood market during the past two weeks. However, the feeling among the trade is normal. Manufacturing is at a rather low ebb at present on account of the scarcity of logs. Fair prices are being obtained for lumber that is moving. Quartered oak is receiving more inquiries than formerly. Plain oak and ash are still in good demand.

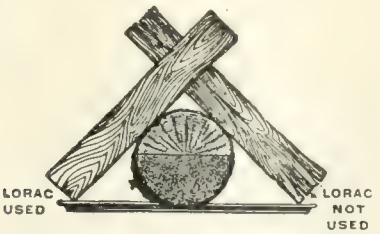
NASHVILLE

A decided improvement has been noted in the local market during the past week. Mills which were idle for some time on account of the cold weather, are again running full time, and indications point to a prosperous spring trade. Good orders from the East have come in, and some good export shipments have also been made recently. Numerous inquiries of two weeks or ten days ago have been followed by good orders, and consuming factories are getting into the game at an encouraging rate. Stocks are rather low, and this is expected to bring about an increase in prices.

The market is ruling steady with a good demand for oak, chestnut, poplar, ash and hickory. High-grade quartered oak, one inch cut, is the only grade that has continued dull. Plain oak is still leading in demand, Nos. 1 and 2 common moving better than ones and twos. There is also a fair demand for the lower grades of quartered oak at advancing prices. Hickory, for which there is an active demand and which is scarce, shows an upward tendency. Low-grade poplar is active, but there seems little demand for the upper grades. Red gum is normal, with good prospects. The hardwood flooring business continues active.

BRISTOL

The local trade has improved slightly and the prospects for better business during the spring are very good. The weather has seri-



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seasonably hampered business for several months. Mills have been unable to operate full time and shipments have not been heavy. However, the weather is now much better, and many mills that have been idle are resuming operations and will soon be running regularly and to their full capacity.

LOUISVILLE

A marked improvement in conditions has been made evident during the past two weeks. Inquiries have been coming in freely, and these have been followed by orders in a sufficient number of instances to show that consumers really want to buy. While a number of quotations are unchanged, the market is certainly stronger, and higher prices are predicted in the next few months. Plain oak has continued to lead in the demand, No. 1 common white having risen in price. Poplar and ash continue to sell well. Quartered oak is in better demand, with prices unchanged. Gum and cottonwood prices have been rising and seem likely to advance still more. Chestnut is rather scarce. Mahogany is in good demand and owing to stocks being light, prices are advancing.

ST. LOUIS

There is a satisfactory volume of business being done in hardwood in this market, considering the fact that winter weather still prevails. The market remains firm and steady. It is generally believed that as soon as the weather becomes more settled business will show a decided improvement. While logging conditions have improved slightly it is still difficult to get out logs. Logs at the mills are scarce and unless conditions improve within a short time, many mills will be compelled to curtail operations until logs can be obtained. Thus far little cutting has been done except by those mills well situated to get out timber.

Plain red oak still leads in demand and an advance may be looked for on this item. Quartered red oak is in better request at the present time than it has been for several weeks. Red gum first and second and No. 1 common is a first-class seller. Cottonwood shows increasing demand. Poplar selects, especially in wide and fairly wide stock, are in good demand. White oak is dull. Some betterment is noted in the demand for cypress. A good business is looked for in this item when the weather breaks, and a fine trade is expected from line yards and factory consumers.

MILWAUKEE

Steady and gradual improvement is taking place in the local hardwood market and there is every indication that a good volume of trade will be experienced this season. Probably the most hopeful sign is that manufacturers in all lines are placing much better orders for stock. The hardwood flooring plants are in the market.

Dry stocks in No. 1 common and in other grades are getting unusually light for this season of the year. In fact, it is almost impossible to get anything in birch at this time, and a genuine shortage is sure to be experienced after the building season is fairly opened. Low-grade stuff in most lines seems to be in better demand and prices here seem to be higher in this line. Very few advances have been made in uppers, [illegible] and demand [illegible].

LIVERPOOL

The market has undergone little change since last reported. The freight situation is still [illegible] [illegible] [illegible] [illegible] steamer which arrives brings practically no lumber of any description, and freight rates are almost prohibitive for most classes of lumber. Several large orders remain unexecuted owing to the impossibility of obtaining freight room, and there is considerable congestion of lumber for this market at shipping ports. Naturally this is improving the spot position of the lumber generally held in stock here. Already there has been a considerable depletion of stock, and prices have shown a large advance. Ash logs, which three months ago were an absolute drug on the market, are now realizing profitable figures. There is a big demand for 2 inch prime white ash at the present time. Really tough ash if white in color always has a good opening here, and good prices will be paid therefore. Shippers should never hesitate to send forward 1½, 2, 2½, 3 or 4 inch stock if really good, but the inspection is always severe.

Hickory is in a deplorable position. No decent logs are to be had, and there is only a small stock in consuming hands. A quick rise in value is anticipated for logs arriving within the next few weeks.

Birch is also a bare market, both in lumber and logs. Prime logs are finding firm sales, but there is little or no stock to offer in the yards.

Oak scantlings are selling well, and buyers are anxiously awaiting the arrival of each ship. Wagon specifications are particularly firm, several railway companies having recently placed large orders for several hundred wagons, which of course will consume large quantities of timber. Several orders were recently placed for No. 1 common cottonwood of wide average for forward delivery, and it is possible that future deliveries could be secured for the same specifications.

The mahogany position remains as firm as previously reported. In view of the rising freight market, which is bound to affect the West African trade, it is expected that sooner or later the future prices will go higher still. The position is bound up with so many difficulties that it is extremely difficult to arrive at a safe estimate of future price. It would be advisable for buyers on the other side to keep their stocks well up in case of eventualities. Prices are not expected to fall to any appreciable extent, and there is a big chance of a considerable advance.

The consensus of opinion here is that prices will steadily advance to a much higher figure.

GLASGOW

The feature of outstanding importance this week has been the strike of dock laborers. However, the men seem to be adopting a more conciliatory attitude, and it is expected that matters will be straightened out within a few days. Meantime all work at the various docks is at a standstill. The steamship Atbara arrived from New Orleans a few days ago with the usual cargo, but as yet no attempt has been made to discharge same. Lumber supplies are getting scarce. Deliveries are going on from the public yards, but the stocks held are being quickly depleted, especially plain oak in all thicknesses. There is no doubt but that the strike is having a very bad effect on the timber trade of this section, and is causing much uneasiness. The volume of business, therefore, is poor, the smaller buyers only taking up stock for immediate requirements, which are not large. Generally speaking, higher prices are being asked by importers for stock to come forward, and there is no doubt but that the advanced prices asked are absolutely necessary, in view of the freight situation, and the extra expense involved in discharging and handling on the quay. Besides this, the f. o. b. cost is almost higher in all cases as compared with a year ago. Sales reported during the past week include birch planks and boards, wagon oak planks, oak boards, mahogany lumber and pine and canary whitewood boards.

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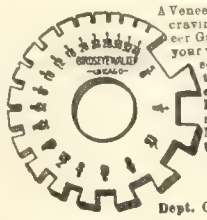
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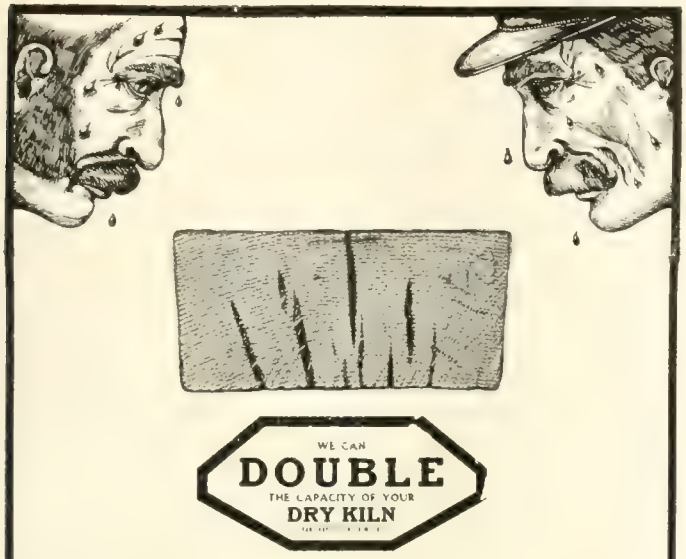
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WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

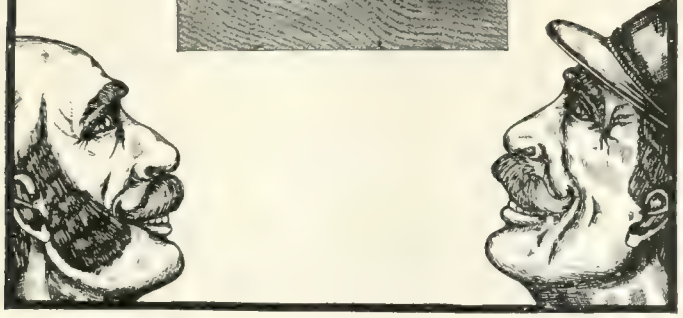
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.







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The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

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Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

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ATKINS SILVER STEEL SAWS

These famous old Saws have back of them the experience of generations of Saw Makers with the very latest improvements of the present day.

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CIRCULAR SAWS **MACHINE KNIVES**

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Branches: Memphis, Atlanta, New Orleans, Chicago, Minneapolis, New York, San Francisco, Seattle, Portland, Ore. VANCOUVER, B. C.

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Must Have the Room

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1 car 2½" No. 1 Com. & Bet. Plain White Oak.
1 car 3/4" No. 1 Com. & Bet. Qrtd. Red Oak.
2 cars 4/4" No. 2 Com. Qtd. Red Oak.
1 car 4/4" 1s-2s Qtd. Poplar.
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Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

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Long Timbers up to Sixty Feet

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THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

We are manufacturing the following hardwood lumber, and look for your inquiries:

BIRCH,	NO. 2 & BETTER, 4/4–12/4
ASH,	NO. 2 & BETTER, 4/4–12/4
ELM,	NO. 2 & BETTER, 4/4–12/4
BASSWOOD,	NO. 2 & BETTER, 4/4–12/4

We also operate a modern flooring factory, running four machines, dry kilns, etc. Contractors say that our "DIAMOND HARD" brand of maple flooring has no superior and few equals in grade and mill work. Descriptive booklet on request.

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SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

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SOFT ELM

14,000' 5/4 No. 1 Com.
20,000' 5/4 No. 2 Com.
25,000' 5/4 Log Run.
8,000' 6/4 No. 1 Com.
15,000' 8/4 No. 1 and 2 Com.
200,000' 6/4 Log Run.

BASSWOOD

20,000' 4/4 No. 1 Com.
15,000' 4/4 No. 1 and 2 Com.
40,000' 6/4 1sts and 2nds
25,000' 6/4 No. 1 Com.
20,000' 6/4 No. 2 Com.

BIRCH

60,000' 4/4 No. 1 and 2 [illegible]
15,000' 5/4 No. 1 Com.
25,000' 5/4 No. 2 Com.
100,000' 5/4 No. 1 Com. & Bet.
17,000' 6/4 No. 1 Com. & Bet.

MAPLE

300,000' 4/4 No. 3 Com.
15,000' 5/4 1sts & 2nds.
10,000' 6/4 No. 1 & 2 Com.
40,000' 6/4 No. 1 Com. & Bet.
60,000' 8/4 No. 2 Com.
200,000' 12/4 No. 3 Com.

WE ARE IN A POSITION TO CONTRACT FOR THE FOLLOWING

3,000,000 feet Maple
1,000,000 feet Elm.
1,000,000 feet Basswood.
1,000,000 feet Birch.

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Iron Mountain, Michigan

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Stock listed below is all one year dry and choice. Will make low prices until it is moved.

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28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
72000	4/4 Pl. White Oak 1s & 2s	20000	8/4 Cottonwood Log Run.
143000	4/4 Pl. White Oak 1 Com.	112000	4/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	26000	5/4 Cypress Shop & Better.
		48000	6/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s	31000	8/4 Cypress Shop & Better.
47000	4/4 Qtd. White Oak 1 Com	26000	4/4 Gum 1s & 2s Red.
12000	8/4 White Ash 1s & 2s	27000	4/4 Gum 1s & 2s Sap.
13000	10/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
		38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000' 4/4 1st & 2nds Black Ash.
70,000' 4/4 No. 1 Com. & Bet. Basswood
11,000' 8/4 No. 2 Com. Basswood.
10,000' 4/4 1st & 2nds selected Red Birch
10,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch.
25,000' 8/4 1st & 2nds Birch.
10,000' 12/4 No. 1 Com. & Bet. Birch.
15,000' 8/4 No. 2 Com. & Bet. Beech.
17,000' 4/4x11" & up 1st & 2nds Hard Maple.
17,000' 4/4x8 to 10" 1st & 2nds Hard Maple
30,000' 8/4 No. 1 Com. & Bet. Hard Maple.
3,000' 10/4 No. 1 Com. & Bet. Hard Maple.
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000' 16/4 No. 1 Com. & Bet. Hard Maple.

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"	85,000	Clear Saps	25,000
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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

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IXL ROCK MAPLE FLOORING

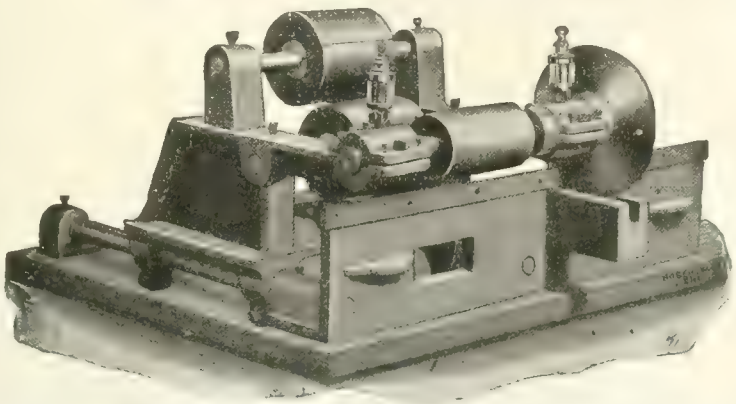
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Basswood Siding, Ceiling, and Moulding



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for

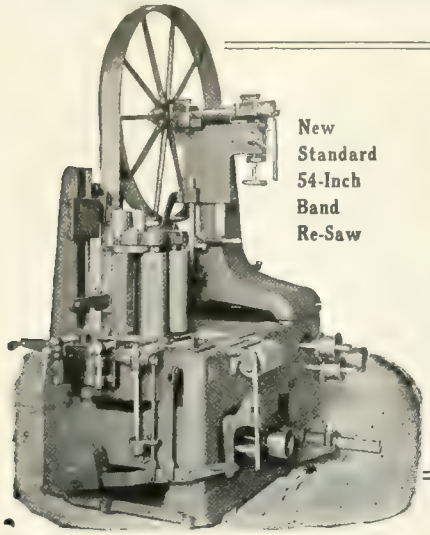
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Twenty-five years' experience in high-grade built up work assures our familiarity with all its special requirements. We produce stock THAT IS IN SHAPE TO GLUE.

OUR ALGOMA FACTORY, for the past twenty years, has made a specialty of high-grade glued up work only. We manufacture panels of all sizes, either flat or bent to shape in all woods. Mahogany and Quarter-Sawed Oak a specialty.

We do not make any 2-ply stock or do not use slice cut quartered oak in any of our work. Our quartered oak is all sawed veneer. THE GLUE WE USE IS GUARANTEED HIDE STOCK.

Our long experience has put our work beyond the experimental stage. We offer you the benefit of results accomplished through careful attention and study of every detail of the work. Our apparatus and appliances are up-to-date and built on mechanical ideas. We do not use retainers. Our gluing forms are put under powerful screws and left there until the glue has thoroughly hardened. Any one familiar with glue knows that a joint must not be disturbed until thoroughly dry.

Our prices ARE NOT the lowest, but our product is guaranteed THE BEST.

Factory and Veneer Mill: ALGOMA, WIS. Veneer and Saw Mill: BIRCHWOOD, WIS. Home Office: ALGOMA, Wis.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL FACTORY AND MAIN OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

CHANGE OF NAME AND LOCATION

The Wisconsin Lumber & Veneer Co., having outgrown its Port Washington plant and in order to be "up to the minute" in the building up of Veneers, have erected a new veneer plant at New London, Wisconsin. Our favorable location, new plant and equipment will enable us to serve you with unusual promptness. We have installed a new $8,000 Linderman Jointer for making our lumber cores. We shall specialize as before in

Auto Dashes Panels Tops Bent Work of All Kinds

We wish to express to you our appreciation of favors extended us in the past and hope to merit a continuance of your esteemed patronage. Wishing you the compliments of the season, we remain, Very truly yours,

THE WISCONSIN SEATING COMPANY, New London, Wis.

Successor to THE WISCONSIN LUMBER & VENEER COMPANY

HOWARD HANSON, Presi ent **THOMAS A. TURNER, Secy. and Treas.**

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. **NEW YORK OFFICE, 200 Fifth Ave.**

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

Penrod Walnut & Veneer Co.
Walnut and Oak
VENEERS
Kansas City, Mo.
New Veneer Plant on Mill Building Site at Helena, Arkansas
Ready March Fifteenth

Hoffman Brothers Company
QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK
WALNUT CHERRY **VENEERS** ASH MAPLE
AND HARDWOOD LUMBER
Let us send you Stock List FORT WAYNE, IND.

Sheppard Veneer Co., Poplar
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

KENTUCKY VENEER WORKS
ROTARY CUT GUM, POPLAR, OAK
SAWED AND SLICED QUARTERED OAK, MAHOGANY
LOUISVILLE, KENTUCKY

"Frost Quality" Veneers
Recognized Standard for 35 Years
Table Tops—Chair Backs
Drawer Fronts
—Roll and Saddle Seats—
3-Ply Veneer Car Ceilings
Flat and Bent
Veneer Panels
Quality the Best
Prices Right *Deliveries Prompt*
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The Louisville Veneer Mills
MANUFACTURERS OF
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THIN LUMBER
PANEL STOCK
LOUISVILLE KENTUCKY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

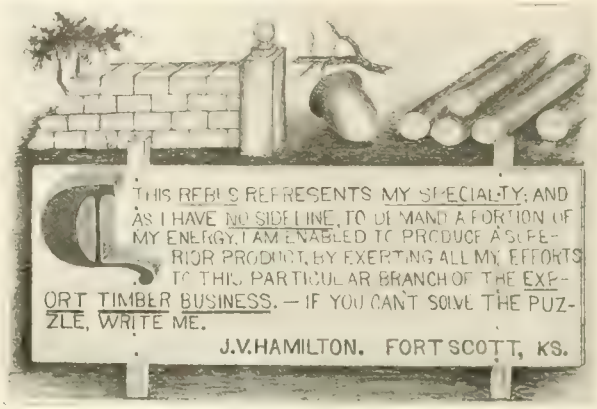
FOR PROMPT SHIPMENT

4/4 and 6/4 1 & 2 Plain Oak. Also No. 1 Common 4/4 wide Poplar. 4/4 to 8/4 No. 1 Common and Select Poplar. Also No. 2 Common. 4/4 and 5/4 No. 1 Common Red Gum. 3/8 and 13/16" Select and Clear Oak Flooring. 5" and 6" Poplar Bevel Siding, Clear and Select grades.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT
HUMBOLDT, - TENNESSEE



Otis Manufacturing Co.
Importers and Manufacturers exclusively of
Mahogany
NEW ORLEANS, LA.
We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico. Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

Garetson-Greason Lumber Co.
1002-1005 Times Bldg., ST. LOUIS
Manufacturers of and Dealers in
ASH, OAK, GUM AND CYPRESS LUMBER
YARD TRADE A SPECIALTY

Salt Lick Lumber Co.
SALT LICK - - - - KENTUCKY
MANUFACTURERS OF
Eureka OAK AND BEECH **Oak Flooring**
WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO
Manufacturers of Rough and Dressed
POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress
Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**

Sales Offices **Cape Girardeau, Mo.**

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

THE ALTHAUSER-WEBSTER-WEAVER LUMBER CO.

INCORPORATED

Nashville, Tennessee

MANUFACTURERS OF

HARDWOOD LUMBER

We offer for future delivery, sawed from select Tennessee White Oak at our own mill:

25,000 feet 3" 1s & 2s Quartered White Oak.
200,000 feet 1½" No. 1 Com. & Better Quartered White Oak.
100,000 feet 1¼" No. 1 Com. & Better Quartered White Oak.
75,000 feet 1" No. 2 Com. & Better Quartered White Oak.

WE SOLICIT YOUR INQUIRIES

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER
OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak
10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

18th and Indiana, KANSAS CITY, MO.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

H. H. HITT LUMBER CO.

FALKVILLE, ALABAMA

TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red	
4/4, 1s & 2s	65,000
4/4, No. 1 Common	135,000
4/4, No. 2 Common	50,000
PLAIN OAK—White	
4/4, No. 1 Common	115,000
4/4, No. 2 Common	40,000
5/4, No. 1 Common	90,000
5/4, No. 2 Common	55,000
QUARTERED OAK—White	
4/4, 1s & 2s	52,000
4/4, No. 1 Com.	76,000
QUARTERED OAK—Red	
4/4, 1s & 2s	4,200
4/4, No. 1 Com.	5,300
WHITE ASH	
4/4, 1s & 2s	1,100
4/4, No. 1 Common	5,900
4/4, No. 2 Common	1,400
8/4, 1s & 2s	6,300
8/4, No. 1 Common	8,900
8/4, No. 2 Common	3,000
POPLAR	
4/4, 1s & 2s	13,110
4/4, No. 1 Common	115,000
4/4, No. 2 Common A	69,000
4/4, No. 2 Common B	58,000
4/4, 9-12 Box Boards	8,000
4/4, 13-17 Box Boards	18,500
4/4, Panel, 18 up	17,750
Gum—Red, Log Run, 4/4	24,100
Gum—Sap, Log Run, 4/4	92,000
Gum—Sap, Log Run, 6/4	29,000

A FEW ITEMS OF DRY STOCK

We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

Ask Us for Prices

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BI MICHIGAN

Keith & Hiles Lumber Company

CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

25,000 feet 5/4 No. 3 Common Hard Maple.
12,000 feet 8/4 No. 3 Common Hard Maple.
10,000 feet 8/4 No. 3 Common Birch.
50,000 feet 4/4 No. 2 Common and better Soft Elm.
24,972 feet 4/4 No. 2 Common and better Rock Elm
32,000 feet 6/4 No. 2 Common and Better Rock Elm.
295,347 feet 8/4 No. 2 Common and better Rock Elm
50,000 feet 8/4 No. 3 Common and better Rock Elm.

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

BUFFALO

The Foremost Hardwood Market of the East

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR LUMBER CO.

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

Hardwood Record

Seventeenth Year, Semi-Monthly. CHICAGO, MARCH 10, 1912 Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S. E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

FIRE INSURANCE THAT INSURES—WE HAVE IT

Also the Periodical Inspection for Fire Prevention

AND DIVIDENDS TO POLICY HOLDERS

Lumbermens Mutual Insurance Co., of Mansfield, Ohio.
Indiana Lumbermens Mutual Insurance Co., of Indianapolis, Ind.
Central Manufacturers Mutual Insurance Co., of Van Wert, Ohio.
Lumber Mutual Fire Insurance Co., of Boston, Mass.
Penn. Lumbermens Mutual Fire Insurance Co., of Philadelphia, Pa.

YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.

WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
5 cars 6/4" No. 1 Com. Quartered White Oak.

YOUNG & CUTSINGER,
E. & T. H. Yards, EVANSVILLE, INDIANA

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.

Philadelphia, Pa.

WE WANT TO MAKE A LOUD NOISE

About the following few cars of stock, which are located where they must be moved within a few days. We can make you attractive delivered prices. Write for full information and complete description.

2 cars 1" 1s & 2s White Ash, 10" & wider, 50% 14 & 16' lengths
2 cars 4" 1s & 2s, White Ash, 65% 14 & 16' lengths
5 cars 1¼" 1s & 2s, Plain Red Oak
6 cars 1¼" 1s & 2s, Plain White Oak
5 cars 1" No. 1 Common Chestnut
5 cars 1¼" No. 1 Common Chestnut
4 cars 1¼" No. 1 Common Poplar

The Fullerton-Powell Hardwood Lumber Company
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS **OHIO**

We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. February 13th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	4 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Elm & Basswood No. 4 Common	70 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. February 13th, 1912

4/4	Birch 1s & 2s Red	6 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 1s & 2s	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

KNEELAND-BIGELOW CO.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

500,000 ft. 5/4 No. 3 Common Maple

This stock runs 3" and wider, and is well suited for cheap crating and boxes.

BAY CITY, MICH.

2,000,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

All of the above stock is band sawn and trimmed



For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY
134 S. La Salle Street, Chicago, Ill.

CHAS. K. PARRY & CO.
Hardwood Lumber
LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally sheets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

Huddleston-Marsh Lumber Company
(Successors in Chicago to OTIS MANUFACTURING CO.)
FOREIGN AND DOMESTIC
FANCY WOODS
Tabasco, Cuban and East-Indian
MAHOGANY
Lumber and Veneers
DOMESTIC VENEERS
and Glued-Up
Panel Stock
2256-2266 Lumber Street - - CHICAGO, ILL.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

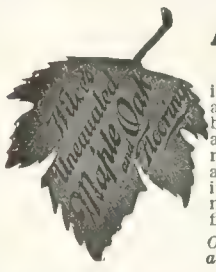
Quixley & Bulgrin Lumber Co.
SEND US YOUR INQUIRIES
Q&B
Complete Stocks of
Northern Lumber
Northern and Southern hardwoods, having ample stock of 2", 2½", 3" and 4" thick, Oak and Ash on hand at all times.
Telephones { Harrison 2909 / Automatic 61-733
704 Fisher Bldg., CHICAGO

Estabrook-Skeele Lumber Co.
MANUFACTURERS AND DEALERS IN
Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods
In the Market for Round Lots of Hardwood
WRITE US BEFORE SELLING
Fisher Building, - - - CHICAGO
'PHONE HARRISON 1984

Konzen, Stumpf & Schafer Lumber Co.
Blue Island Avenue and Robey St.
DEALERS IN
HARDWOOD LUMBER, WAGON
AND AUTOMOBILE STOCK
Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.
755 Old Colony Building
Chicago
MANUFACTURERS AND
WHOLESALERS OF
Lumber
WE MAKE A SPECIALTY OF BUYING AND SELLING
BROKEN STOCK

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED
HARDWOODS
PHONES
CANAL 1830
CANAL 1831



A floor to adore
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.
Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.
The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

MARCH BARGAIN LIST

150,000 ft. 1" No. 1 Tennessee Red Cedar
25,000 ft. 1" Ones and Twos Wormy Chestnut
50,000 ft. 1" No. 1 Common Wormy Chestnut
150,000 ft. 1" No. 1 Common Poplar.
100,000 ft. 1" No. 2 Common Poplar.
75,000 ft. 1" Ones and Twos Plain White Oak

Prompt Service! Low Prices! Standard Grades!

Write for complete stock and price list

LOVE, BOYD & CO.

Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

FEBRUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
FAS QRTD. WHITE OAK, 6" & UP	.....	.....	.....	5,000	10,000	16,000	150,000	10,000	2,000	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK, 4" & UP	.....	.....	.....	2,000	.....	15,000	140,000	6,000	4,000	.....	.....	.....
NO. 2 COM. QRTD. WHITE OAK	.....	.....	.....	.....	.....	.....	126,000	.....	.....	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK STRIPS	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....	.....	.....
FAS PLAIN WHITE OAK, 6" & UP	.....	.....	.....	3,000	.....	.....	.....	.....	.....	44,000	4,000	.....
NO. 1 COM. PLAIN WHITE OAK, 4" & UP	.....	.....	.....	2,000	2,000	.....	50,000	.....	.....	2,000	10,000	.....
NO. 2 COM. PLAIN WHITE OAK	.....	.....	.....	.....	.....	2,000	.....	2,000	.....	.....	.....	.....
FAS PLAIN RED OAK, 6" & UP	.....	.....	.....	.....	2,000	10,000	152,000	28,000	.....	.....	.....	.....
NO. 1 COM. PLAIN RED OAK, 4" & UP	.....	.....	.....	.....	.....	55,000	30,000	4,000	18,000	.....	.....	.....
NO. 2 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	.....	7,000	.....	.....	.....	.....
NO. 3 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
OAK CORE STOCK	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
FAS RED GUM, 6" & UP	.....	.....	30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000	.....	.....
NO. 1 COM. RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	48,000	56,000	15,000	.....	.....	.....
NO. 1 COM. & BTR. FIGURED RED GUM	.....	.....	.....	.....	.....	.....	50,000	12,000	.....	.....	.....	.....
FAS SAP GUM, 6" & UP	.....	20,000	11,000	9,000	13,000	35,000	49,000	53,000	2,000	2,000	5,000	3,000
FAS SAP GUM, 18" & UP	.....	.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....
BOX BOARDS, 13-17	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
NO. 1 COMMON SAP GUM, 4" & UP	4,000	.....	11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000	.....	.....
NO. 2 COMMON SAP GUM	.....	.....	.....	.....	16,000	6,000	209,000	.....	11,000	2,000	.....	.....
NO. 3 COMMON SAP GUM	.....	.....	.....	.....	.....	.....	30,000	40,000	.....	.....	.....	.....
CLEAR SAP GUM STRIPS	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
NO. 1 COMMON ASH	.....	.....	.....	.....	.....	.....	.....	.....	3,000	5,000	.....	.....
LOG RUN CYPRESS	.....	.....	.....	.....	.....	.....	.....	.....	.....	78,000	.....	.....
LOG RUN ELM	.....	.....	.....	.....	.....	.....	.....	.....	3,000	30,000	.....	.....
TUPELO GUM BOX BOARDS, 13" TO 17"	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
COMMON & BETTER TUPELO GUM	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
LOG RUN HICKORY	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only **high quality** stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

"STEARNS"

THE HOUSE OF QUALITY

Mr. Manufacturer:—

DON'T LOSE THE POINT. SELECT YOUR RAW MATERIAL WITH THE SAME CARE YOU WOULD A SUIT OF CLOTHES. DO YOU BUY YOUR CLOTHES BECAUSE THEY ARE SO CHEAP, OR BECAUSE THEY ARE SO GOOD?

WE HAVE THE FOLLOWING "GOOD" HARD ROCK MAPLE, ALL THOROUGHLY SEASONED AND READY FOR YOUR DRY KILNS:

550 M 1¼x6″ & Wdr., 6′ & Longer, No. 1 Com. & Btr. Hard Rock Maple
150 M 1x4″ & Wdr., 4 & 5′ Clear " " "

A Post Card to us will give you prices and particulars promptly.

THE STEARNS SALT & LUMBER COMPANY
Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s.
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4".
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s.
1 car 5/4" No. 1 Common.
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/8" No. 1 Common.
2 cars 3/2" No. 1 Common.
½ car 5/8" No. 2 Common.
1 car 3/4" No. 2 Common.
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common Red.
1 car 4/4" No. 2 and 3 Common.

Memphis Saw Mill Co.

Memphis Tennessee

GREEN RIVER LUMBER CO.

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

ALL KINDS HARDWOODS

MEMPHIS, TENN.

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in
HARDWOOD LUMBER AND LOGS
Phone Main 850 Station G, Memphis, Tenn.
Mills at Memphis, Tenn., and Mound, Ark.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x2½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¼" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.
MEMPHIS, TENNESSEE
WE WANT YOUR BUSINESS

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH,
And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

A New Idea In Selling Lumber

When people bought lumber a few years ago, all they expected and got was —lumber.

Now they are beginning to expect, and to get, more than that.

High-grade service, in the matter of suggestions as to the kind and grade best suited to a given use; in the making up of mixed cars, and in looking after the necessary detail work involved in rapid transit, is characteristic of members of the Louisville market.

There is a big advantage in getting expert and disinterested advice of this kind.

We say disinterested; because, as we can give you lumber and veneers of any kind, what we are chiefly interested in is giving you the kind that will do your work most efficiently and cheaply; in other words, in making you a satisfied customer.

Whether you buy for your own use or to sell again, you can use this kind of service profitably. If you want anything in the hardwood line, whether plain oak, poplar, ash, cottonwood, gum or mahogany; whether thick lumber or thin; veneers or panels, write to members of the

LOUISVILLE HARDWOOD CLUB

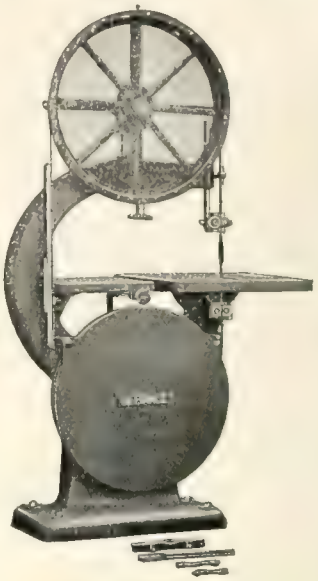
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WHAT'S THE GOOD OF WAITING? Now is the accepted time to standardize your plant with

DEFIANCE

WOOD-WORKING MACHINES

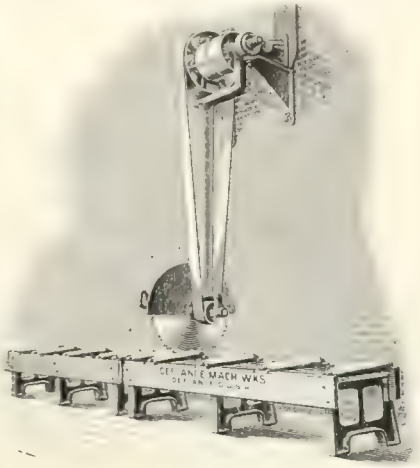
THE IMPRINT OF SATISFACTION



28" BAND SAW

Our machines have all been pains-takingly designed by our practical designers, composed of the very best material that we can buy, and built by the highest skilled labor the world affords.

Defiance machines are always ready for action. They are not mere playthings, although simple in operation. Neither are they so complicated as to require skilled operators. They are EFFICIENCY—STRENGTH—DURABILITY.



NO. 2 PATENT SWING SAW

We have started on our sixty-third year of specializing on high grade tools and give you our unlimited experience in modern-day machine engineering. Our intentions have been made good. We leave the rest to you.

Address Dept. A for full information and prices

THE DEFIANCE MACHINE WORKS

Defiance, Ohio

EXHIBITION AT 1219 WASHINGTON BOULEVARD, CHICAGO



THE BEST HARDWOOD FLOORING

BAY CITY

HANSON-WARD VENEER CO.

MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
the Leading Veneer Market

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

WE ARE NOW OFFERING
OUR NEW STOCK OF

FIGURED MAHOGANY
CURLY BIRCH (Southern Mountain)
QUARTERED WHITE OAK (Ohio)
ROSEWOOD (Brazilian)

AND ALL KINDS OF PLAIN VENEERS

Our fresh consignment of Circassian (Poti) has arrived and will be ready for the market within two weeks.

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks **Best Selections**
CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA
Mahogany
LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in

HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

3 cars 8/4 S. W. Chestnut, 1-yr. dry.
3 cars 4/4 1s & 2s Cottonwood, 6″ to 12″.
12 cars 4/4 1s & 2s Cottonwood, 6″ & up.
2 cars 4/4 Com. Cottonwood.
3 cars 4/4 1s & 2s Red Gum.
3 cars 4/4 Com. Red Gum.
7 cars 4/4 1s & 2s Sap Gum.
3 cars 4/4 Box Boards Gum, 13″ to 17″.
1 car 4/4 Panel Poplar, 30″ & up.

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:

Winton Place, Cincinnati, Ohio

Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12"& up 1s & 2s Plain Red Oak.
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

Write CARRIER

FOR LOW PRICES ON HIGH GRADE HARDWOODS, CYPRESS AND YELLOW PINE

ANXIOUS TO MOVE

4/4 No. 1 and Panel Cottonwood, 22" and wider.
4/4 No. 1 Common Plain Red and White Oak.
2", 3", 4" 1s and 2s and Tank La. Red Cypress.

U. A. CARRIER
409 BELL BLOCK, CINCINNATI, OHIO

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

2 cars 1" 1sts & 2nds Cherry, good widths and lengths.
1 car 5/4 1sts & 2nds Cherry, good widths and lengths.
1 car 1" No. 1 Common Cherry, good widths and lengths.
1 car 1" No. 3 Common Cherry, good widths and lengths.
500,000 ft. 1" dry Chestnut, all grades.
200,000 ft. 6/4 dry Chestnut, all grades.
750,000 ft. 1" log run Basswood.
30,000 ft. 3" log run Basswood.
50,000 ft. 2" log run Basswood.
1 car 2" No. 2 Common Basswood.
2 cars 1" 1sts & 2nds Ord. Ohio White Oak.
3 cars 1" No. 1 Common Ord. Ohio White Oak.
1 car 1" No. 2 Common Ord. Ohio White Oak.

EDWARD C. BRADLEY
702 Gerke Building, Cincinnati, O.

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write

THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

Edward Barber, Pres. Alfred Howard, Sec'y-Treas.

THE HOWARD & BARBER LUMBER CO.

(309 PROVIDENT BANK BUILDING)

EXPORTERS

CASH BUYERS OF WAGON OAK PLANK AND FREE OF HEART SCANTLINGS

Inspection at Shipping Point Correspondence Solicited

DUHLMEIER BROS.

SOUTHERN HARDWOODS

CINCINNATI, - OHIO

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

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CINCINNATI, OHIO
222 W. 4th Ave.

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EXPORT OFFICE, NEW ORLEANS, LA.

CINCINNATI
THE GATEWAY OF THE SOUTH

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO
Manufacturers of Rough and Dressed
POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress
Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS
OFFICE AND YARDS SIXTH ST., BELOW HARRIET
CINCINNATI

CYPRESS
Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.
THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

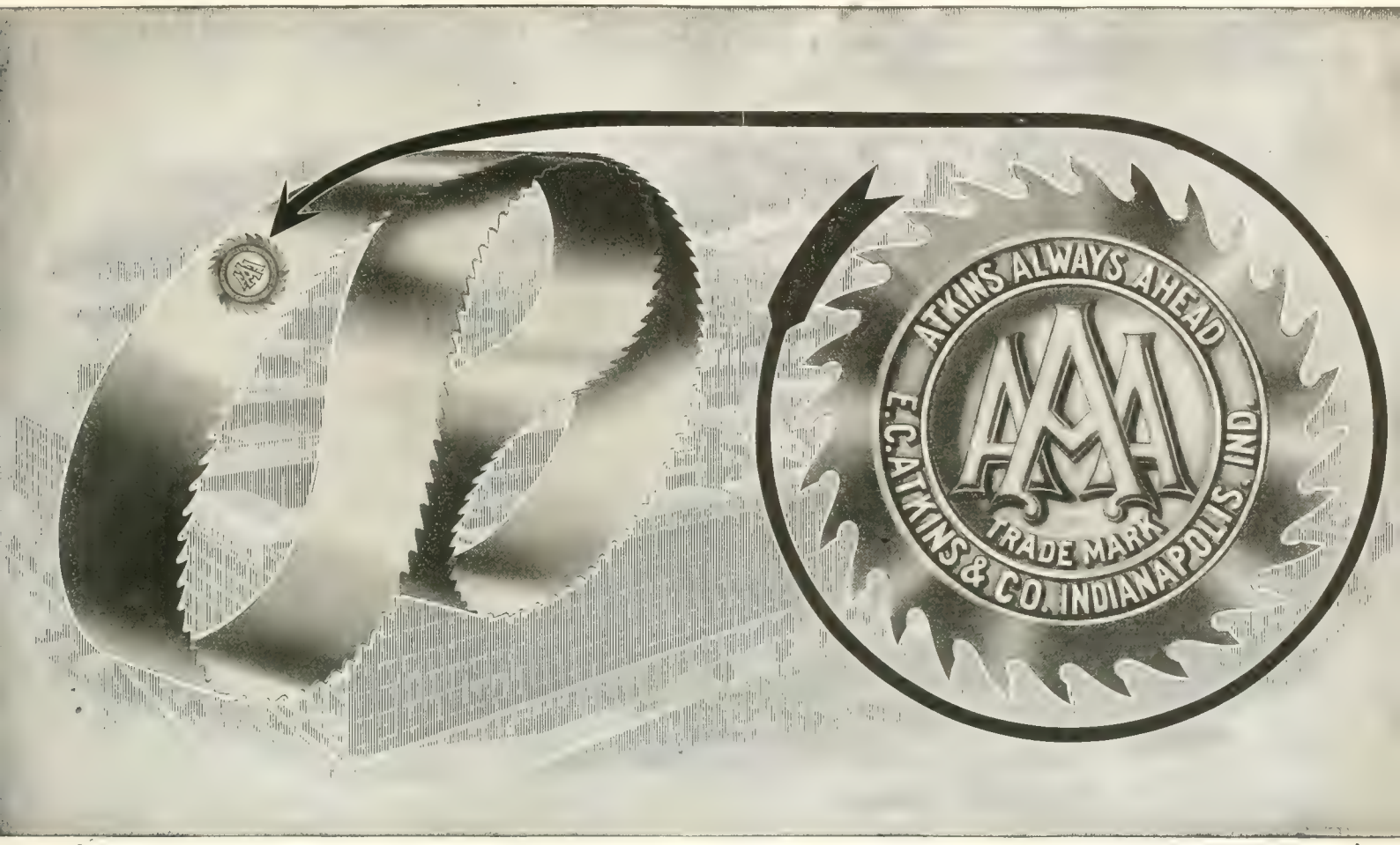
RED CEDAR
Let us know when you need any, we handle the best that grows
also
HARDWOODS
of all kinds
GEORGE LITTLEFORD,
CINCINNATI

L. W. RADINA & CO.
DEALERS IN
POPLAR AND HARDWOODS
CINCINNATI : : OHIO

"ARE YOU ON" *Must Have the Room* Make Us an Offer on the Following Cars:
DRY—IN FINE CONDITION

1 car 3/4" No. 1 Com. & Bet. Qtd. White Oak.
4 cars 4/4" No. 2 Com. Qtd. White Oak.
1 car 3/4" No. 1 Com. & Bet. Plain White Oak.
1 car 4/4" 1s-2s Plain White Oak.
1 car 2½" No. 1 Com. & Bet. Plain White Oak.
1 car 3/4" No. 1 Com. & Bet. Qrtd. Red Oak.
2 cars 4/4" No. 2 Com. Qtd. Red Oak.
1 car 4/4" 1s-2s Qtd. Poplar.
2 cars 4/4" No. 1 Com. Qtd. Poplar.
5 cars 4/4" No. 1 Com. Poplar.
2 cars 4/4" Log Run Ash.

We have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.
J. V. STIMSON & CO. **OWENSBORO, KY.**



IT'S TIME TO GET SHAPED UP FOR SPRING AND SUMMER

Going to need any new Saws? Or Knives? Then why not place your order now for the "FINEST ON EARTH"?

ATKINS SILVER STEEL SAWS

These famous old Saws have back of them the experience of generations of Saw Makers with the very latest improvements of the present day.

BAND SAWS **CROSS CUT SAWS**

CIRCULAR SAWS **MACHINE KNIVES**

You can't go wrong. They give results. Place your order NOW, even if for future delivery, and be sure to specify "SILVER STEEL." If your regular source will not supply you, write to the nearest address below.

General Selling Agents for Covel Filing Room Machinery

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

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Branches: Memphis, Atlanta, New Orleans, Chicago, Minneapolis, New York, San Francisco, Seattle, Portland, Ore. VANCOUVER, B. C.

BUFFALO

The Foremost Hardwood Market of the East

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

J. S. KENT CO., PHILADELPHIA

W. R. TAYLOR LUMBER COMPANY

1023 LAND TITLE BUILDING, PHILADELPHIA

WHITE PINE FOR PRESENT OR FUTURE DELIVERY

150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar—mostly A.

Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

Attention of Box Makers and Furniture Manufacturers

"We Will Not Mix Grades"

We must move quick and will sell cheap No. 2 common Gum: Four cars of 3/8, two cars of 1/2, three cars of 5/8.

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SUMMIT LUMBER CO. 1123 Real Estate Trust Bldg PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS—Let us know YOU

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

FOR SALE

CHESTNUT

4/4 1s & 2s	61035'
4/4 No 1 Com	83705'
4/4 Shop	41113'
4/4 S. W. No. 2 Com	443815'
4/4 Qtd. C & B	8960'
4/4 No. 3 Com	62924'
5/4 S. W. & No. 2 Com	24662'
6/4 S W. & No 2 Com	16200'

MISCELLANEOUS

4/4 Basswood, L. R.	48800'
4/4 Buckeye	22838'
4/4 Ash, L. R.	13760'
4/4 Birch	9920'
4/4 Maple, L. R. Hard	80000'
6/4 Hickory, L R.	19843'
4/4 Locust, L. R.	2500'
4/4 Maple, L. R. Soft.	36000'
8/4 Maple, L R. Sott.	36000'
6/4 Maple, L. R. Hard	16000'
10/4 Maple, L. R. Hard	32000'
8/4 Maple, No. 1 C. & B., Qtd.	65000'
4/4 Action Maple	80000'
6/4 Birch, L R.	32000'
4/4 Birch, Good 2 Com.	32000'
4/4 1s & 2s Birch	50000'
8/4 1s & 2s Birch	16000'
5/4 L. R. Basswood, MCO	32000'

Sole Sales Agents for HADDOCK-FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Street PHILADELPHIA, PA.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

THE EAST

BOSTON NEW YORK PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

ASH
4 4, 5/4, 6 4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12 4 and 16 4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers

PITTSBURGH, PA.

HARDWOOD

White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

WE HAVE IT

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER OF

HARDWOODS

ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy

Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock A line brings price by return mail

WRITE NOW—NOT TOMORROW

GENERAL OFFICES JOHNSTOWN, PA. NEW YORK OFFICE NO. 18 BROADWAY

PALMER & PARKER CO.

TEAK
ENGLISH OAK
CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY
DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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Baltimore, Maryland

RED WHITE **OAK** PLAIN Q'TD

We have oak of the kind, texture and manufacture that made oak famous, and solicit the orders of critical and discriminating buyers who can appreciate the best there is in quality, grade, service and low freight cost.

WOOD-MOSAIC COMPANY

New Albany, Ind.

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.

FORT WAYNE, - - - - - - - INDIANA

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.
PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

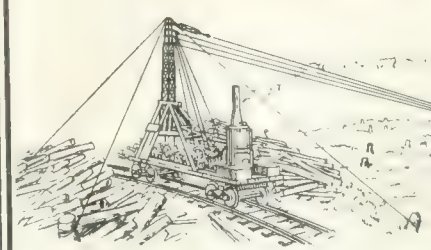
GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Hamilton H. Salmon & Co.
82-88 Wall Street,
NEW YORK CITY

PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

SHORT
on
Maple, Birch, Beech or Basswood
?
For **quick shipment** write
C. H. Swift and Sons, Inc. Utica, N. Y.
WE WHOLESALE ALL KINDS OF HARDWOODS

The CHEAPEST HARDWOOD LOGGING
IS DONE WITH
LIDGERWOOD CABLEWAY SKIDDERS



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MONTREAL VANCOUVER

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TOWNSEND, BLOUNT COUNTY, TENN.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Do you desire Hardwoods in special thickness or width? We make it.

We are cutting some of finest **MOUNTAIN OAK** you ever saw, clean, smooth, and free from most of the defects that are common in oak. Do you want us to cut some to your order? We would be pleased to do so; thick, wide, clear.

How about some **SMOKY MOUNTAIN WHITE ASH**, which will please the most fastidious? This Ash grows to a remarkable size, and retains the strength and resiliency of second growth stock. This we carry in stock 2" and thicker, but are glad to cut special orders.

Our soft **YELLOW POPLAR** is so well known that it needs no introduction. We wish to say that we aim to cut and carry in stock, at all times, High Grades, in the thicknesses and widths that others find hard to make. Of course we have some of the regular sizes, but are always cutting specialties.

We will have more to say in another issue regarding other kinds of lumber that we cut, and other specialties.

WE WANT TO MOVE

5 cars 8/4 No. 2 Poplar—band sawn—60% 14 and 16 ft.
8 cars 4/4 No. 1 Com. Plain White Oak.
10/4 and 12/4 Poplar, all grades.

FAUST BROTHERS LUMBER COMPANY

Sales Office
1657 Monadnock Block
CHICAGO, ILLINOIS

Main Office
PADUCAH, KENTUCKY

YARDS—CAIRO AND BROOKPORT, ILL.

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES
TAYLOR & CRATE
Buffalo, N. Y.

FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

We Must Move Soon

25 cars 1" 1st & 2nd Sap Poplar, widths 6" to 12"

LET US QUOTE YOU

Russe & Burgess, Inc.

MEMPHIS, TENN.

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — CARRIER LUMBER & MFG. CO. SARDIS MISS. — BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled

CHAS. F. LUEHRMANN HARDWOOD LUMBER CO.

MANUFACTURERS OF

HARDWOOD LUMBER

"St. Francis Basin Red Gum Our Specialty"

SPECIAL OFFER

50,000' 1¼" 1st & 2nd Cl. Red Gum.
100,000' 1¼" No. 1 Common Red Gum.
100,000' 1½" No. 1 Common Red Gum.
20,000' 2½" No. 1 Common Red Gum.
50,000' 3" 1st & 2nd Cl. Red Gum.

ALL TWO YEARS OLD AND OLDER

Write Us for Prices on Anything in Hardwood Lumber

148 Carroll Street, ST. LOUIS, MO.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, MARCH 10, 1912 No. 10

Editorial Comment

General Market Conditions

Notwithstanding the continuance of bad weather conditions during the last fortnight, there has been a very substantial demand in all commercial centers for hardwood lumber. Sales in the aggregate are large, but are made up of a multitude of small orders. Where a few large sized requisitions have been placed, the general trend is buying for immediate necessities. The railroads have reached a point where they have been obliged to make considerable lumber purchases, and there is an unusual quantity of requisitions out for bids which will go into the form of orders within a short time.

The export hardwood trade would be in a fairly satisfactory situation today if it were not for the unusual situation of a paucity of across-the-ocean shipping facilities. There is an absolute dearth of bottoms at the present time, and ocean rates are showing a marked advance. Steamship companies are accused of taking new business at current rates, and neglecting to fill old contracts for the transportation of lumber. It is said that there are more than three thousand cars of lumber on track at New Orleans that have not even been placed on dock, awaiting opportunities to secure ocean transit. To the extent of nearly one thousand cars, the same situation obtains at Norfolk, and doubtless there is a good deal of lumber at other export points awaiting freight facilities.

The good end of plain red and white oak is one of the scarcest items in the market, and prices are ranging very firm. Owing to a variation in grade, values placed on oak vary from three to six dollars a thousand, and it is hard to determine exactly what the market price is, although it is known that orders for a particularly high grade of plain oak in firsts and seconds was sold in the Chicago market at close to fifty-three dollars a thousand during the last fortnight. In other instances, sales have been made on off-grade, alleged firsts and seconds, as low as forty-five dollars.

There are very few items of anything like desirable hardwood lumber that are not in very short supply at points of production, and it is equally notorious that stocks in jobbers' hands are light, as well as the holdings of wholesale consumers.

Quartered oak is moving with more freedom and at more satisfactory prices than during the past two years, and the manifest shortage of plain oak will undoubtedly materially assist in cleaning up the over-stock of quartered oak. On the other hand, the oak situation is such that many buyers are employing the lower grades, on which the demand is increasing and values stiffening.

The whole range of southern hardwoods is in about the same situation. The stock of dry lumber at the mills of nearly all varieties is close up to the green piles. This is true of ash, cottonwood and red gum, and all other standard varieties.

In first hands, in the northern producing hardwood country, the good end is also down close to green stock, and there is the smallest quantity of No. 3 on hand in the history of several years' operations. There seems to be a little surplus of medium grades of maple, largely utilized in flooring making, but this overstock will probably be absorbed with the renaissance of building operations in the early spring.

Owing to the remarkably inclement weather, building operations have been retarded and materially reduced in volume, which is making a very unfavorable showing in the hardwood flooring business. A manifest overstock in manufacturers' hands in both maple and oak flooring is noted, and the prices of such sales as are made are on an unprofitable basis to the manufacturer.

Veneer and panel producers are usually fairly busy, but prices are not on a highly remunerative basis.

With the bulging prices prevailing on mahogany and Circassian, there is apparently an increased sale of both solid wood and veneers, with the old story of short supply stimulating a strong purchasing demand.

Supply and Demand

The fact that supply and demand are the regulators of values has been preached in the lumber trade for years, and certainly they do effect values to a marked degree, but only so to the extent that both seller and buyer are thoroughly acquainted with the stock situation that obtains and with the demand in prospect. As is well known, the hardwood manufacturers of Michigan are thoroughly organized, through an association which works closely along lines of statistical information. Nearly every Michigan lumber

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producer is thoroughly acquainted with the total quantity of stocks on hand by kind, grade and thickness, of every variety of lumber produced in the state,—every item that is in over-supply and every item that is in short supply. This information also generally reaches the consumers of lumber, and with this knowledge possessed by both seller and buyer, it is manifest that prices are regulated by supply and demand.

Beyond question Michigan hardwood manufacturers have in their association one of the best and most valuable state organizations that has ever been organized in lumber history. They don't fool themselves for a minute; neither do they fool the buyer. When supply and demand are unknown factors, it is a pretty easy thing for a wise buyer to succeed in purchasing short and very desirable items of stock from a good many people at a price very much lower than the paucity of stock and the demand warrant, but when both seller and buyer are thoroughly acquainted with the situation, the buyer has to pay about what lumber is worth under prevailing conditions.

Wisconsin manufacturers also are allied in a similar association, but operators of this state have not yet succeeded in getting statistics covering the entire production of the territory into such an accurate shape as have the Michigan men. Undeniably Wisconsin operators are getting to this point, but the average manufacturer of that state is not nearly as well informed about supply and demand as is the Michigan man.

It seems to HARDWOOD RECORD that these two hardwood lumber associations should be taken as models by the operators of other hardwood producing states, and that at least a dozen more state organizations, with their work mapped out on the same lines, could be undertaken to the manifest profit of everyone concerned. Detailed statistical work that can be accomplished in a particular state is practically impossible of attainment by a national organization, but if every hardwood producing state had a local organization to collect, collate and distribute lumber statistics, it would be a very easy matter for the national organizations to put this information into a comprehensive whole to the advantage of all.

It is held in many quarters that there are too many lumber associations, and HARDWOOD RECORD will concede that there are too many that are failing to obtain specific and valuable results, but there is no gainsaying the fact that well organized state organizations, working in harmony with national ones, can accomplish results unattainable by national associations.

UNSOLICITED TESTIMONIAL

James D. Lacey & Co.

Timber Factors

Chicago, Mar. 16, 1911.

Gentlemen:—We consider HARDWOOD RECORD one of the most valuable trade journals, particularly in regard to the special field it covers, both to the advertiser and the subscriber. We cannot offer better proof of our appreciation of its advertising value than by stating that we have for years continuously carried our advertisement in this journal.

JAMES D. LACEY & CO.

Who Will Survive

HARDWOOD RECORD has held for years that the legitimate lumber jobber was an absolute essential to the highest efficiency and best attainment in lumber sale and distribution, but for some time there has been a growing sentiment on the part of a considerable element of wholesale lumber consumers that it was wisdom to make purchases direct from manufacturers, to "get nearer the stump," as they express it, but really to attempt to eliminate the profit that ensues by reason of lumber going through second hands.

One comparatively minor manufacturer of hardwood lumber, in analyzing this situation, writes that he has ten wholesale consuming customers today where he had one five years ago.

This editorial is intended by no means to be argumentative, but simply a plain statement of facts. Hence it may be recited that there exist many legitimate hardwood jobbers in the trade who will survive and make money, regardless of any sentiment that may obtain among wholesale consumers that they can better themselves by purchasing direct from the manufacturer.

On the contrary, it is equally patent that the jobbing element which depends for profit by having recourse to salting grades and raising tallies will eventually be driven out of the business. But irregular practices in lumber transactions are by no means confined to lumber jobbers. There are many manufacturers who are resorting to just as many tricks of the trade as the most irregular of the jobbing element. There are many manufacturers who are just as prone to ship inferior grades as there are jobbers. Business integrity in the lumber business is by no means confined to any particular element of the trade. Moreover, it is equally patent that the wholesale consuming trade of the country is making a strong effort to secure the grade it buys, and get a thousand feet for ten hundred, and its trade is being restricted to the element of manufacturers and jobbers who will fulfill the promise implied in its sales contracts.

The larger percentage of hardwood lumber is still made at small mills, and is made by people who produce quantities varying from two to ten million, or less, a year. Manufacturers producing a million feet or more of lumber a month can perhaps secure higher sales efficiency and better profits by organizing and maintaining sales departments, and go direct to the wholesale consumer with their product. At the same time it costs a good deal more money to market lumber in this way than it does to sell it in bulk to a jobber, the crux of whose business existence lies in the fact that he has money with which to do business, and in the second fact, that he has a large acquaintance and an established trade among consumers. However, there is scarcely a small producer in the country who would not be better off to market his lumber in bulk to the legitimate jobber than by attempting to sell it in fine manipulation and in the varied assortment required by the remanufacturer. Moreover, it is the multitude of small producers of lumber who make it possible for the legitimate jobber to make purchases and redistribute stock to the wholesale consumer at a profit to himself, and at a minimum cost to this class of producers.

There should be no particular variation in the price at which a large lumber producer can afford to sell to the large consumer, and the price at which the legitimate jobber can sell to the same customer, secure a fair remuneration for himself, and give the small producer as much money for his lumber as he could by any possibility obtain in attempting direct sales.

Surely the trend of the times points to the extinction of the salted-and-short-tally hardwood lumber manipulator, whether he be manufacturer or jobber. Buyers are becoming wise; price buyers are becoming fewer; people who utilize hardwood lumber are learning that it is a standard commodity that commands essentially a standard price, and the lower the price the poorer and less desirable is the lumber they secure.

Important Interstate Commerce Decision

The Interstate Commerce Commission has ruled that in all cases where a carrier by its tariff has established particular minimum

rates as applicable to cars of given dimensions, the road must furnish within six days a car of the size provided for in the tariff and ordered by the shipper. In case of the road's failure or inability to do this, the charges for transportation shall be exacted on the basis of the minimum weight of the smaller car ordered by the shipper.

The particular case was that of William K. Noble vs. the Baltimore & Ohio Railroad. The complainant is a manufacturer of cooperage stock and asked for a car thirty-three feet in length, in which he wished to ship elm hoops. The tariff provided a minimum of thirty thousand pounds when the car is thirty-six feet or more in length, and twenty-four thousand pounds when the car is less than thirty-six feet in length. The shipper waited six days and received no car of the dimensions ordered, and accepted a thirty six foot car. He was charged for thirty thousand pounds weight. He contended he should have been charged upon twenty-four thousand pounds.

The various contentions of the road were overthrown in the hearing, and the commission held that the furnishing of a car of other than specified dimensions was a matter of convenience to the carrier, for which the shipper should not be required to pay. The six-day provision, it is explicitly stated, is not intended to relieve carriers from the duty of furnishing equipment within a reasonable time. It simply gives a definite period beyond which the duty to furnish other equipment in lieu of that ordered shall attach. This very just decision will be viewed with much complacency by many lumber shippers.

The Veneer Situation Abroad

A well known American veneer man made a trip to Great Britain and the Continent last year, and recites the result of his observations in a recently published article. He says that a very limited quantity of veneers is used abroad,—a surprisingly small quantity and a diminishing amount,—due, first, to the overpowering influence of the last twenty-five years of cheap lumber product from the United States; secondly, from the fact that lumber standards are much thinner in Europe than here. Where one-inch lumber is employed here, three-eighths, one-half and five-eighths inch are the standards there. Third, much of the cabinet work is done in small cellar and garret shops by hand, and where machinery is employed at all the power is expensive, the equipment crude and veneer work not generally practiced. Fourth, the cost of veneers, which are often cut too thick and on very antiquated and poor machinery, is a very expensive method. He believes that the average cost of producing veneers abroad is seven times as great as it is here, and the quality is not nearly so good.

The first point the writer makes is an interesting one—that the paucity of demand for veneers abroad is due to the extremely low price at which American high-grade solid wood is sold, which should bring producers to a realization that improved efficiency and increased forest conservation will naturally come about only with higher prices being attained for the magnificent hardwoods that grow in the United States.

Is Oak a Cabinet Wood?

As is well known, for some years past a considerable quantity of Japanese oak, in the form of timber and lumber, has been imported into this country through Pacific coast ports. While this oak is not of as good a character as the American wood, it comes into direct competition with oak grown in the Mississippi valley section. Up to date this lumber has been classified the same as ordinary lumber imported from British Columbia, and it takes the same duty, $1.50 a thousand feet.

It is held by some of the Pacific coast hardwood operators that Japanese oak lumber should be classified as cabinet wood and take the higher duty imposed on this class of material. They argue that, regardless of the fact that Japanese oak is not really a high-class wood, it goes into almost exclusive use on the coast for cabinet purposes, and therefore should be so classified.

This is a matter that is worthy of being taken up with the [illegible] at Pacific coast ports, which will [illegible] ruling from the Washington department of the [illegible]

A "Peach" of a Ruling

It will be recalled that about two years ago the Michigan Hardwood Manufacturers' Association made a plea to the Interstate Commerce Commission that certain sections of the state were being discriminated against on the lumber rates prevailing to the Pacific coast. The commission took the matter under advisement, and something over a month ago rendered a decision which, within the last few days, has been published. The gist of the ruling divides the lower peninsula of Michigan into two sections—one south of a line drawn between Muskegon and Saginaw, including these two cities and Grand Rapids, and the other between this line and the Straits of Mackinac. The rate fixed to the Pacific coast on lumber products from the area south of the line noted is eighty cents a hundred; the section between the line and the Straits of Mackinac at eighty-five cents a hundred, which is the rate that has obtained over the entire lower peninsula for several years. The area from the northern peninsula to the Pacific coast remains at seventy-five cents a hundred, the same as has obtained for some years. The order is directed against all transcontinental lines.

The decision was evidently brought about from a want of knowledge of the commission covering origin of lumber shipments in the lower peninsula, as there are little or no shipments of lumber south of the line across the lower peninsula, and practically all such lumber and flooring products as reach the Pacific coast originate north of the line, and in the northern peninsula.

It is a ruling that makes the lowest rate on the most remote territory; next higher rate on the closest territory, and a still higher rate on the territory between the other two sections. It certainly is a "peach" of a decision, and the only consolation Michigan lumber manufacturers can have is in contemplating the fact that eighteen out of twenty-three recent decisions of the Interstate Commerce Commission have been reversed by the courts.

Getting Rich Quick in Lumber

It is apparent, from an article printed in this issue, that the affairs of the International Lumber and Development Company, with headquarters at Philadelphia, are nearing a climax. HARDWOOD RECORD has found it necessary to devote a good deal more space, during the past six years, to this get-rich-quick enterprise than its real worth warranted. However, alluring prospectus and advertisements, backed up by the linguistic skill of agents, have tempted thousands of people to entrust their good money to this concern, with the idea that they were making an investment that would give them fabulous returns.

The institution is now in dual trouble. Primarily, the postoffice authorities are engaged in investigating its system of doing business on the assumption that it has obtained moneys by fraudulent use of the mails. Again, a number of the stockholders have entered a charge against John R. Markley and Isaiah B. Miller, alleging that they organized this company for the purpose of defrauding the public, and filed a suit in equity in the United States District Court of Philadelphia, on February 23, asking for the appointment of a receiver for the concern, upon the further allegation that the corporation is insolvent and its assets are being wilfully wasted by mismanagement. Defendants in the suit also include the officers, agents and attorneys of the company.

The application for receivership for the International Lumber and Development Company, which was returnable on March 5, on motion of the attorneys for the prosecution, was postponed. The attorneys explained to the court that it was their intention to go into the courts at Wilmington, Del., which state issued the company's charter. The original application was for a temporary receivership, and it is now understood that a demand will be made for a permanent receivership. It is a rather difficult case to handle, inasmuch as the institution apparently has no creditors, and it has paid dividends to stockholders as agreed, regardless of the source from which it obtained the money with which to do so.

FOREST CONSERVATION vs. COMMON SENSE



LUMBERMAN (talking to himself)—That tree will make five hundred feet of cull lumber, for which I can get four dollars. It will cost me six dollars to fell and cross it, log it, saw it, pile and season it, and market and ship it. Shall I be a forest conservationist and a lobster, or shall I let it stand and burn in due course, and cut some other tree on which I can make two dollars?



GODFREY VON PLATEN
GRAND RAPIDS MICH

Builders of Lumber History

NUMBER CVIX

GODFREY VON PLATEN

(See Portrait Supplement.)

The state of Michigan has produced many lumbermen of notable foresight, skill and success in lumber affairs, and probably shows a roster of fewer failures than any other lumber producing state of the Union. Involved in the history of this great lumber manufacturing state are perhaps more examples of men who have achieved distinction and wealth, and have contributed more to the building of lumber history than those in any other commonwealth of the country.

The geography of the state; the high general quality of its timber; its comparatively level lands, making logging economical; and its location near the center of a vast area of wood utilization, has made for success in lumber operations in this state that could not otherwise have been so generally achieved. The state, being so regularly penetrated by logging streams, and having such a great number of desirable harbors along the Great Lakes, renders transportation of both logs to the mills and lumber to the markets cheap, and these factors have contributed to holding down rail freight rates when numerous railroads penetrated every timber section of the state.

Originally large areas of Michigan were comprehensive bodies of white pine, and the greater portion of the remainder of both the lower and upper peninsulas of Michigan were originally solid bodies of hardwoods, hemlock and cedar. Making money, based on low stumpage values in white pine, a wood in such surpassing appreciation, was comparatively simple, as all operations on a single variety of wood are. When in later days it came to hardwood production, operators have found that they had about a half dozen varieties, which it was necessary to analyze, manufacture and distribute in a scientific way. Hence, hardwood operations in the state of Michigan have been simple problems compared, for example, with the manufacture of hardwood lumber in the mountain areas of the country, where frequently twenty or more varieties of wood are found, each of which had to be manufactured and marketed under distinct and varying plans.

Friendly then, to the lumber operator, the state of Michigan has been a land of opportunities, and it was necessary to only take advantage of these opportunities to achieve success. This is the belief of a successful man, at once of a retiring and modest disposition, who has contributed to no little extent to the building of lumber history in the Wolverine state. Reference is made to Godfrey von Platen of Grand Rapids, Mich.

Mr. von Platen was born on the estate of Gruenow, Mecklenburg, Strelitz, Germany, April 11, 1867. His father and family moved to Chicago when Mr. von Platen was two years old. The father entered the wood and coal business. The lad attended the public schools of Chicago and was graduated in 1881. About this time the family moved to Advance, Mich., where the son became interested in the possibilities of the lumber business, which he entered in 1888. As Mr. von Platen expresses it: "I found in this region the opportunity, and took advantage of it, and am entitled to no distinction for having achieved a modest success by anticipating the results obtainable by diligence in the opportunity presented. Many other men have accomplished as much."

Mr. von Platen entered the lumber business in 1888, as above noted, and for years employed himself as sawyer, filer and edgerman, and thoroughly acquainted himself with every detail of lumber production. In 1897 he erected a mill at Boyne City, Mich., and since that time has been actively engaged in the manufacture of lumber at this point. A few years ago he made extensive purchases of additional timber properties near Iron Mountain, Mich., and organized the Von Platen Lumber Company at that point, of which he is the principal owner, building a mill and railroad, and since that time has had a second operation at this location. His present hardwood lumber cut at Boyne City is approximately ten million feet per annum, and at Iron Mountain, fifteen million feet.

Mr. von Platen observes he attributes as the chief factor to the making of his success as a lumberman, the thoroughly loyal and intelligent co-operation of his subordinates. He feels that without having had the aid of such faithful and intelligent associates as M. J. Fox, who is now in charge of the Iron Mountain plant, and Ima Van Leuven, manager of the Boyne City plant, his success would not have been nearly so marked. In fact, to these and other loyal assistants, Mr. von Platen gives more credit for his success than he does to his own individual efforts.

However, Mr. von Platen, as before noted, is a very modest man, whose name is but seldom seen in lumber literature. As a matter of fact, beyond being a man of indefatigable industry, he is a surpassing student of lumber affairs, not only in his own state but of the country over. He is a man remarkable for the strength of his opinion when once he has thoroughly digested a given business problem. He is a strenuous believer in commercial integrity, and deprecates every phase of the lumber business that does not insure the highest standard of commercial morality. He is especially antagonistic to any form of tampering with grade or measurement, and believes that the success of lumber manufacturer and jobber alike lies in the making of honest and standard grades.

There may be other lumber manufacturers in the country who believe in the same tenets in this respect as Mr. von Platen, but there are few who carry out the distinction in the painstaking way that he does in his entire lumber manufacturing, assorting and sales history.

Mr. von Platen has a very pleasing personality, and is a very forceful and convincing speaker on all topics in which he is interested. His reputation for integrity, both of intent and fulfillment, stand second to no man's, and it is with no little gratification that HARDWOOD RECORD has the pleasure of publishing this brief, though inadequate sketch, and the accompanying portrait supplement, of a man who insists that he has no lumber history, nor is entitled to any credit or distinction for the part he has played and is playing in the making of American lumber history.

The French Cork Industry

A report from the consular agents at Toulon, France, advises that shipments of waste from the cork factories of the Toulon district to the United States have abnormally increased within the last two years. Cork waste bulks approximately 225 cubic feet to the ton.

In the process of manufacture into corks for bottles, the cork slabs produce a considerable quantity of clippings or shavings. It is chiefly this waste that is shipped to the United States. In 1911 these shipments had a value of more than $74,000, as against less than $29,000 in 1910. Cork bark was also exported during 1910 to the value of more than $28,000. This waste is largely employed in the United States for insulating material, the particles being compressed under great heat and require no additional binder.

It is well known that the variety of oak known as the cork tree is rapidly being disseminated, and the Department of Agriculture is now attempting experimentally the growing of trees in California. It is expected the experiment will prove successful and that the cork can be grown in that section of the United States. It is said that last year's planting has been satisfactory, and it would appear that this region has suitable climatic and soil conditions for growing this variety of oak. Hence it will resolve itself into a question of economic conditions, as to whether or not the industry can be commercially established. United States annually purchases nearly six million dollars worth of raw and manufactured cork, the chief country of export being Portugal, with Spain furnishing about half the quantity of the first named country.

The Low Grade Problem

Editor's Note

The following article on the subject of the low-grade lumber problem, and especially its relation to forest conservation, is one of the most intelligent and careful analyses that has ever been made on this important subject. The article was written by Bruce Odell, sales manager of the Cummer-Diggins Company, Cadillac, Mich., and presented at the recent Chicago annual meeting of the National Association of Box Manufacturers. Mr. Odell is one of the foremost practical students of hardwood lumber utilization and conservation in the country, and his figures and deductions are accurate and authoritative. The paper constitutes an important contribution to the subject, and should interest every lumber producer. The concrete facts pertaining to lumber production and forest conservation that have been acquired and so successfully employed by Mr. Odell and his confreres in Michigan are worthy of study and duplication in every hardwood producing state in the country.

I shall outline my paper to low grade hardwood lumber from the viewpoint of the Michigan manufacturer, and primarily as seen by the members of the Michigan Hardwood Manufacturers' Association, who represent, as we roughly estimated, seventy-five to eighty per cent of the hardwood lumber production of Michigan.

Our association has carefully prepared quarterly reports, since July, 1906, showing the amount of hardwood lumber of the various sizes, kinds and grades at the mill, or yard of each manufacturer; the amount sold, and the amount unsold, and in January of each year, a report of the amount of hardwood lumber possessed by each member during the preceding year, and the estimated cut for the following year. This we have found absolutely reliable information as to the available supply, and a comparatively reliable index to market conditions.



BRUCE ODELL, CADILLAC, MICH.

It is reliable for the reason that all of the reports except the estimated cut for the following year, are based, not on the impression of any one manufacturer or dealer, nor on the judgment of any set of manufacturers or dealers, but on the actual records of each manufacturer. Our experience of the past six years has proven that these reports are honestly and accurately made. The estimate of the cut for the succeeding year has also proven very accurate as, in the absence of some unusual unforeseen conditions, such as severe storms or disastrous fires, the estimated cost often comes within one or two per cent of the actual cut. Our experience has also demonstrated that, while our membership represents only approximately seventy-five per cent of the hardwood lumber produced in Michigan, conditions as shown by our reports, not only fairly represent the proportionate cut of the entire state of Michigan, but that of practically the entire northern hardwood district.

I mention these facts for the reason that I may make some positive statements, and some of you being "from Missouri," I want to show you at the beginning that the statements are backed up by reliable information.

Assuming that the members of the Michigan Hardwood Manufacturers' Association produce seventy-five per cent of the cut of hardwood lumber in Michigan, and the best information we can get leads us to believe that this estimate is correct, Michigan has produced annually, during the past six years, approximately five hundred and forty million feet of hardwood lumber, about one-third of which is No. 3 common or cull. To this add the No. 2 common and we have approximately one-half of the entire cut or two hundred and seventy million feet per year of what is ordinarily termed low-grade hardwood lumber.

The total annual production during the past six years has not varied materially, and while there will be some decline in the annual production, there will not be an alarming decrease in the amount of low-grade hardwood lumber produced per year in Michigan during the next five years. Many manufacturers in Michigan, some of them large producers, will finish their cut during the next one, two, or five years, but there will be enough of them resume operations in some other locality to keep the average yearly production reasonably close to that of the past five years.

After five years, however, you may expect a very sharp reduction in the annual production of hardwood lumber in Michigan, as within five years more than twenty-five per cent of the manufacturers will have finished their cut; eight years will see forty per cent of them cut out, and ten years will leave less than fifty per cent still in the business. After five years nearly every manufacturer of hardwood lumber in Michigan that finishes his cut at his present locality will be out of the business for good, as he will be unable to secure a further supply in that state.

While, as previously stated, there will not be an alarming decrease in the total annual production of hardwood lumber in Michigan during the next five years, there will be quite a reduction in the amount of low-grade lumber available to the box manufacturer, owing to an element that has only recently entered the northern hardwood district to such an extent as to seriously influence the supply of low-grade hardwood lumber. I have reference to the demand for sawed railroad cross-ties made from northern hardwoods. We are reliably informed that one railroad system took out of Michigan during the year 1911 approximately 800,000 ties, and that this one railroad system will require from Michigan during 1912 about 1,500,000 hardwood ties. This is only one of many railroads that will consume low-grade hardwood lumber in the form of ties at a rapidly increasing rate.

The tie business put a very perceptible mark on the production of low-grade lumber as lumber, in Michigan during the year 1911, as is shown by our statistics regarding No. 3 common. I quote as follows from our secretary's annual report in January of this year:

"Total amount of No. 3 common hardwood lumber at the mills or in the yards of members of our association on Jan. 1 of the years named were, 1910, seventy-four million; 1911, seventy-two million; 1912, forty-four million."

The fact that the eight hundred thousand ties taken out of Michigan by one railroad system during 1911 is the equivalent of twenty-five million feet of lumber, and that our members had on Jan. 1, 1912, twenty-eight million feet less of No. 3 common hardwood lumber than they had Jan. 1, 1911, is quite significant—a significance that spells higher prices for low-grade northern hardwood lumber during 1912 at least, and probably for all time in the future than prevailed during 1909, 1910 and 1911.

Extensive tests and experiments covering a period of forty years have fully demonstrated that maple, beech and birch ties, properly treated by many of the numerous processes to preserve them against decay, will last longer and give more satisfactory service than the untreated ties from any of the other woods used for that purpose heretofore. As the expense of freighting oak and many of the other southern woods, heretofore used almost exclusively for ties, to the northern railroads will nearly equal the cost of treating northern hardwood ties produced right on their lines, the northern railroads will look more and more to the northern hardwood district for their supply of cross-ties.

So much for the probable supply of low grade northern hardwo

lumber, and now for something general in regard to probable future prices. There has been a general demand all over the world, and probably because it is nearer home, it seems to us that this demand has been more insistent in the United States than elsewhere, and for the same reason it seems to the lumbermen that the demand has been loudest for conservation of the American forests. The lumber manufacturers of the United States have been accused of criminal negligence and wilful waste in the manufacture of their timber. Volumes have been written on the subject, and thousands of speeches made by eloquent orators, to prove that lumber manufacturers are wilful criminals for wasting our resources. Gentlemen, has it never occurred to you that the same element of human nature is found in the average manufacturer of lumber as in manufacturers of any other line? Notwithstanding the fact that lumbermen are popularly pictured with horns and hoofs, they are after all just as human as you and people of any other occupation or business. The same elements of selfishness and generosity, honesty and dishonesty run through the average manufacturers of lumber as they do through the average men of any other line of business, and to no greater nor lesser extent. We are no worse than the worst of you, and we are just as good as the best of you.

Too many times people without education will criticise the teacher, and people without children, write volumes and talk eloquently on how to bring them up. So it is with the fanatic on the conservation of the forests. You have heard many assail the lumbermen, try to tear down present methods and predict disaster for the future, but how many have even suggested a real remedy. It would be difficult for you to name even one. It requires no brains to criticise and try to tear down, and he who does so with nothing better to offer is a "knocker" who should be without honor and despised of all man kind. In the following statement I make no claim to originality. "Many have heard the voice of wisdom, but few will heed it." Many people, in fact nearly all people, are loth to heed or believe what seems to be unwelcome advice. Dr. C. A. Schenck, director of the Biltmore Forest School, one of the greatest students of economical methods of forestry, one who has had an unusual opportunity to study practical conditions right on the ground, in nearly all the principal forests of the world, states very emphatically that we will never be able to practice real forest conservation in the United States without higher prices—very much higher prices for lumber. Would the people generally shout so loud for forest conservation if they knew it meant higher prices for lumber, especially so if it meant higher prices for low-grade lumber?

The people have been led by some of the politicians, by some of the "knockers," and possibly by some box manufacturers, to believe that they are entitled to and should demand cheaper low-grade lumber.

As previously stated in this article, a little more than half of all the hardwood lumber produced in Michigan, and we have just as good a general run of hardwood in Michigan as in any other state in the Union, is composed of the grades known as No. 2 common and No. 3 common, generally known as "low grade." Taking northern hardwoods as a whole, they produce about the following proportions of low-grade lumber to each thousand feet cut, viz.: No. 3 common, about 340 feet; No. 2 common, about 160 feet, or 500 feet out of each 1,000 feet cut is low-grade, and this estimate is conservative as it will take better than the average of northern hardwood to produce as much as fifty per cent high-grade lumber. Now the average price f. o. b. cars at the mills or the average price received by the manufacturer of northern hardwood lumber during 1909, 1910 and 1911, has been as follows: No. 3 common, about $8 per thousand; No. 2 common, about $14, an average of rather less than more than $10 per thousand feet. Now here is the other side of it. It costs the average manufacturer of hardwood lumber in labor, and other expenses to log, haul to his railroad, load on cars and transport to his mill, saw into lumber, pile in his yard, hold until dry, sell, load on cars, taxes and other charges, not less than $11 per thousand feet, or a loss of $1 per thousand on more than half the lumber he produces. This loss is based on actual labor and manufacturing costs and does not give him any compensation for stumpage. Gentlemen, will you or a fair minded people knowing a condition of this kind, persist in demanding cheaper northern hardwood low-grade lumber? Is it right; is it fair to do so?

Many of the politicians and wise guys, and unfortunately some of the box manufacturers, will cite to the public some particularly high priced item in hardwood lumber as an example of exorbitantly high prices, and purposely leave the impression with the people that this is a fair example of all the prices that the manufacturers are getting. They do not tell the people that more than half of the lumber produced does not bring the cost to manufacture; that the particular item carrying the seemingly exorbitant price does not constitute more than one, two or five per cent of the entire cut; that it includes a wholesaler's and a retailer's profit, and a transportation charge, many times equal to the cost to manufacture.

When you come to consider that the 500 feet of high-grade lumber out of the 1,000 feet produced must take care of the loss of $1 per thousand on the 500 feet of low-grade; that the 500 feet of high grade must take care of the stumpage used in producing the whole 1,000 feet; and that this same 500 feet of high grade must also provide the manufacturer whatever profit he gets for manufacturing and marketing the 1,000 feet, is it any wonder that at least a part of this same 500 feet loaded down with all of its poorer relations should bring a seemingly high price?

Just a word further in regard to prices, who and what makes them. The manufacturer can and does reasonably claim that the consumer has as much or more to do with the making of lumber prices than he, the manufacturer. Take as an example the fall of 1906 and up to midsummer in 1907. Early in the fall of 1906 No. 3 common hardwood lumber, such as maple, beech and birch, was selling on cars at the mills at $7.50 to $8 per thousand feet. By October 1, 1906, it became apparent to members of the Michigan Hardwood Manufacturers' Association, through their combined stock reports and the unusual activity of buyers, that there was a decided and unusual shortage of this particular grade. By January 1, 1907, prices had advanced to about $10 per thousand, and some manufacturers with the courage of their convictions held on until March and sold as high as $12 per thousand—the first and only time in the history of the northern hardwood industry when manufacturers obtained manufacturing cost for their low-grade lumber. By the time the cut of the winter of 1906 and 1907 was in condition to use, prices had dropped back to $9 to $10, and held at about these prices until the fall of 1907, when you all know what happened. On January 1, 1908, our members showed thirty-eight million of No. 3 common hardwood lumber as against twenty-three million on January 1, 1907. This stock kept constantly increasing and by January 1, 1909, it reached fifty million, January 1, 1910, seventy-four million, and what box manufacturers did to lumber manufacturers in the way of prices for No. 3 common hardwood during 1908, 1909, 1910 and 1911 was something that I hope we may never again experience; for as you know, large quantities of this grade sold as low as $6 to $7 per thousand at the mill, fully $4 per thousand less than the manufacturing cost. January, 1911, showed seventy-two million, a very slight decrease in stock but not enough to influence prices materially, but along comes the tie business and our stock sags back to forty-four million January, 1912. While some of you box makers, as the old saying goes, "do not know the war is over," we lumber manufacturers think we have reason to believe it is, and consequently are hopeful for better prices for low-grade hardwood lumber.

Some of these details may be tedious, but I have gone into details somewhat to show that prices are regulated, solely and entirely, by supply and demand. While many of the manufacturers of hardwood lumber knew positively back in the winter of 1906 and 1907 that a $12 price for No. 3 common maple, beech and birch was too high, and would eventually prove a boomerang to swing around and smite us, we were just as powerless to prevent this unusually high price as we were to prevent the ruinously low price of $6 and $7 lumber later on.

The high price for No. 3 common hardwood in the fall of 1906, however, taught us a lesson in forest conservation—a lesson that will illustrate a point previously raised in this article, and a point that may ultimately be of benefit to box manufacturers and other users of low-grade lumber. I have in mind the fact that if the manufac-

turer of hardwood lumber can secure the manufacturing cost for low-grade lumber, he will produce more of it, and he will also take from his timber lands at least twenty per cent more lumber than he is now taking from similar timber land. To be more specific, the manufacturer of northern hardwood lumber, who is now taking ten thousand feet per acre from his timber land, will, if the low grade brings him manufacturing cost, take off twelve thousand feet per acre.

Under present cost and market conditions fully twenty per cent of the hardwood timber is left on the ground to be of no benefit to anyone; in fact, the land is worth more with it off than if left on. Now right here is where the ranter of forest conservation gets in some of his deadly work, and cites the example of wilful, malicious waste, but here again comes in the human element in lumber manufacturers, the same as in other manufacturers. It will take many volumes written by self-styled learned men, and a great deal more oratory to convince the lumber manufacturer, the box manufacturer or anyone else that it is waste to leave a thing that you can get only sixty cents to seventy cents for when it costs you one dollar to save it.

This twenty per cent or more of timber that is left on the land is not all low grade, as it does contain some high-grade lumber, but the proportion of high grade is limited, and as both low grade and high grade are done up in the same package, you cannot take one without taking the other, and to make it profitable to take all of it, the low grade must at least pay the cost of taking. Cost of stumpage is not a consideration in this item, as that has been provided for in the amount now taken off. Just remember that this forest conservation matter, at least that part of it pertaining to the so called immense waste, is up to the users and consumers of low-grade lumber. If you are willing to pay for conservation, you can get it.



Pattern Making Woods



In response to repeated inquiries of a number of concerns, HARDWOOD RECORD has dug up some rather interesting data concerning the relative merits of the different woods employed for pattern making purposes. Investigation, conducted at several large pattern shops in Chicago, shows chiefly the utilization of three kinds of wood, i. e., white pine, cherry and mahogany. White pine has always been used primarily in the manufacture of patterns, and still furnishes the principal supply of material for this purpose. Owing to the high price of No. 1 shop and better white pine, which are the grades employed for pattern making, California sugar pine is substituted to a considerable extent in many pattern shops where large castings are made. Sugar pine is regarded as the best substitute there is for white pine, but it is not as satisfactory for the reason that the tiny "sugar streaks" in this wood are prone to ooze resin even through the varnish finish, which often results in a rough casting. However, by the employment of a heavy coat of varnish, this deficiency of the wood is not difficult to eliminate. While both white pine and sugar pine are inferior to cherry and mahogany, their lower price makes them more generally employed for pattern making purposes. It has been estimated that patterns made in cherry and mahogany can be used several thousand times, whereas a softwood pattern would endure only about one-quarter as long a period. Constant use will gradually wear off the sharp edges that are all-important in the forming of an accurate mold. When this occurs the usual remedy is to champfer down the blunted corners and set in duplicates of cherry or mahogany. In core boxes, it is a common practice to glue a hardwood veneer over the pine. Only small or delicate patterns that are liable to be subjected to unusual wear are always made of hardwoods. The larger patterns, such as gear wheels, have their teeth made of hardwood, and the framework of pine.

Generally speaking, any wood that tends to either shrink or swell is poor material for pattern making. Experience has shown that pine will shrink considerably in width, and will also expand materially when placed in contact with the moist core-sand. This latter objection, however, has largely been overcome by varnishing.

Considerable quantities of the three above named woods are utilized each year by the big pattern concerns of the country. As a single instance of the extent of consumption, the Chicago branch, alone, of the Allis-Chalmers Company of Milwaukee, consumes each year 175,000 feet of pine and 1,500 feet respectively of mahogany and cherry.

The process by which castings are made is an interesting one to watch, but difficult to explain clearly. Blue prints are first made of the special casting desired, and from these the wooden patterns are made. In order to get the impression of both sides of a pattern in the sand from which the castings are made, it is necessary to make the pattern in two halves, fitted closely together by means of wooden pegs. The upper or peg part of the pattern is known as the "cote," and the lower part is the "drag." Inasmuch as the pattern represents space merely, it would be impossible to make a casting from it alone. Hence core boxes are used in connection with those patterns in which any recesses or projections occur and make it impossible to draw the pattern from the moist sand without disturbing the impression made in it. Core boxes, like patterns, are always made in two sections.

A core is made of a mixture of sand, flour and resin, which when baked becomes about as hard as wood. In the case of very large cores, a quantity of sawdust is also added to the mixture. When in the oven this sawdust burns out, leaving tiny holes through which the gas, generated by the metal shaping around the core, can escape without doing any damage.

The pattern is first put into a "flask," i. e., a hollow box of two or three inch stock, filled with damp sand mixed as above stated. The sand is then packed in around the pattern tightly, up to a level with the top of the "flask," when it is swept off and leveled with a straight-edge. A wire is now used to make air holes through the hard-packed sand and the pattern is removed, leaving a perfect impression. This same process is gone through with both halves of the pattern. The cores are made with the core boxes in a precisely similar manner. The sand impressions thus made are then shoved into an oven on steel plates, where they harden, and after cooling and glueing or wiring the halves together, the mold is complete.

Casting consists of pouring moulten metal down through a hole in the sand left for that purpose. The metal thus fills the opening left by the pattern, and shapes a metal figure exactly like the original wooden one. The man pouring in the metal can gauge the precise amount desired by watching it rise through another hole made in the sand before baking.

As the moulten metal is poured into the molds, a kind of vapor can be seen arising from all the small holes punched through the sand. This is the gas generated by the hot metal, and were it not thus provided with some escape, it would form a pocket and prevent the metal from completely filling the hole. Castings take several hours to cool, after which the sand can be readily crumpled away.

Maple Stain

A correspondent suggests that maple stain is of three distinct characteristics, and that inspectors should be educated to consider them accordingly.

FIRST: The light blue or purple stain from tap holes or knots, which damage the wood only where color is an essential.

SECOND: The dark stain caused by improper piling or the action of the weather, which injures the color, and is likely to impair the strength.

THIRD: Stain caused from souring sap, generally occasioned by the timber being left too long in the woods, or out of water before being sawed, which starts dry rot and disintegration at the ends of the log and under the bark.

The Use of Wood in Illinois

In HARDWOOD RECORD of February 10 was published a table from a pamphlet entitled "The Wood-Using Industries of Illinois," issued under the direction of the Department of Horticulture of the University of Illinois, and of the Wood Utilization department of the United States Forest Service. This table showed the consumption of woods by remanufacturing institutions in the entire state of Illinois, and in the city of Chicago.

In connection herewith is published another table from the same work, indicating the quantity of lumber manufactured in the several wook-working industries throughout the state, with figures indicating the sources of supply of the various woods employed. The facts presented in this table are almost as interesting as the one originally published, and should be of inestimable value to sales managers in analyzing the distribution of their lumber products.

These classifications emphasize clearly the channels into which wood is converted in its final form. Concerns making similar or closely related products are grouped together. A growing tendency toward specialization subdivides the industries into correlative groups. When several concerns specialize in the production of a commodity or similar commodities, their specialty is termed an industry. For example, twenty-two manufacturers make picture mouldings only; packing boxes, cigar boxes and trunks are classified separately, instead of under one general heading.

Both tables are well worth a careful study by lumber salesmen as the vast quantity of lumber consumed in sundry specialized industries in the state is larger than the average lumberman would have believed possible. Such lumber manufacturers and jobbers as have stock to supply these specific needs can therefore assist their business materially by a closer study of specific requirements in these several lines, and thus develop closer commercial relations with these manufacturers.

It will be noted that what is ordinarily known as the furniture industry has been separated into groups, involving case goods, chairs, tables, couch frames, parlor furniture frames, etc. It will be found that when these various items of consumption are put into one footing, it demonstrates beyond peradventure the claim often hitherto advanced that Chicago is the largest furniture producing center in the world—and not only the largest, but several times the largest.

	Industries.	Quantity Used Annually.		Average Cost Per 1,000 Ft.	Total Cost F. O. B. Factory.	Supply by Regions.								
		Feet Board Measure.	Per Cent.			Illinois Per Cent	Mich., Minn., Wis. Per Cent.	Ind., Ohio, W. Va. Per Cent.	Mo., Ky., Tenn. Per Cent.	Ark., La., Tex. Per Cent.	Miss. Ala., Ga. Per Cent.	Pacific Coast Per Cent.	Impor'd Per Cent.	Not Specified Per Cent.
1	Cars	407,333,000	22.9	$30.44	$12,400,693	.6	7.7	5.3	8.5	25.4	20.3	7.1	1.3	23.8
2	Boxes and crating	372,025,000	20.9	15.31	5,695,711	2.0	59.3	.6	8.0	13.8	8.0	.....	.4	7.9
3	Sash, door, etc	223,070,840	12.5	34.17	7,621,720	.3	19.7	2.3	8.6	30.4	12.7	7.7	1.5	16.8
4	Farm machinery	103,649,000	5.8	34.54	3,579,766	.1	30.5	1.1	11.8	35.0	17.8	.2	.....	3.5
5	Furniture	82,598,750	4.6	39.06	3,228,493	.8	32.8	6.4	28.0	16.8	5.7	.....	1.6	7.9
6	Pianos and organs	68,713,000	3.9	36.90	2,535,458	.7	34.7	12.3	15.2	2.0	2.3	2.0	2.2	28.6
7	Cooperage	49,900,000	2.8	11.65	581,181	.....	.....	.....	5.8	4.0	11.4	.....	.....	78.8
8	Butter tubs	39,950,000	2.2	24.23	967,940	.....	15.5	4.0	8.5	32.1	4.9	.....	.....	35.0
9	Picture and fancy mouldings	39,943,250	2.2	32.22	1,286,957	.1	46.5	3.3	17.8	19.1	3.9	.....	.1	9.2
10	Wagons and heavy vehicles	35,686,000	2.0	43.91	1,566,821	2.2	2.5	6.5	32.5	32.8	15.7	.9	.....	6.9
11	Farm implements	33,508,000	1.9	33.39	1,118,834	1.6	7.5	2.7	24.4	30.5	31.5	.3	.....	1.5
12	Grain elevators	30,554,000	1.7	30.39	928,677	.6	.8	.3	.1	81.9	16.1	.....	.....	.2
13	Tanks	25,445,000	1.4	44.18	1,124,233	.2	13.2	.9	1.6	46.8	6.9	19.9	.6	9.9
14	Hardwood and parquetry flooring	24,730,000	1.4	27.04	668,650	.....	69.4	.2	11.9	12.5	6.0	.....	.....	.....
15	Store, office and bar fixtures	21,068,000	1.2	41.44	872,995	1.1	22.5	9.8	26.5	8.9	8.4	1.0	3.5	18.3
16	Sewing machine parts	20,800,000	1.2	28.97	602,475	1.4	3.4	3.1	39.4	33.7	2.4	.....	.....	16.6
17	Baskets and fruit packages	16,674,000	.9	14.06	234,370	35.3	.....	12.6	48.3	1.2	.....	.....	.....	2.6
18	Chairs	16,262,000	.9	35.19	572,221	1.0	57.2	4.6	13.2	6.5	3.4	.....	.8	13.3
19	Mantels, cabinetwork, etc	16,190,500	.9	38.84	628,790	.7	20.6	6.0	33.5	16.1	2.9	.4	2.4	17.4
20	Vehicle supplies	15,140,000	.9	34.27	518,780	5.2	2.3	7.0	48.2	22.5	14.8	.....	.....	.....
21	Handles	12,482,000	.7	18.52	231,210	12.9	4.0	7.4	46.3	25.4	4.0	.....	.....	*
22	Miscellaneous	8,577,000	.5	29.84	255,960	2.8	63.8	6.4	12.0	5.6	6.7	.....	*	2.7
23	Laundry machinery and accessories	8,409,000	.5	26.62	223,810	.9	15.5	.2	25 9	30.9	25.1	1.5	.....	.....
24	Tables	8,167,520	.5	41.11	335,760	2.7	17.7	9.4	30.2	27.4	9.6	.....	2.2	.8
25	Couch frames	7,826,000	.4	22.11	173,050	.6	72.3	8.7	6.5	6.7	.....	.....	*	5.2
26	School, lodge and church furniture	7,800,000	.4	28.06	218,846	.2	72.0	.....	13.7	9.9	.....	.....	.1	4.1
27	Electrical apparatus	7,598,500	.4	36.84	279,945	1.0	39.0	15.9	18.2	11.9	4.0	1.8	1.7	6.5
28	Coffins, caskets, etc	7,188,000	.4	26.60	191,232	*	35.1	28.1	20.3	1.3	.6	*	1.4	13.2
29	Buggies and light vehicles	7,114,830	.4	44.74	318,328	.8	10.8	19.4	11.5	22.1	21.2	1.4	.1	12.7
30	Parlor furniture frames	6,207,660	.4	39.36	244,345	.4	61.2	2.8	5.4	.8	.....	.....	12.6	16.8
31	Refrigerators	5,929,000	.3	27.11	160,761	7.6	39.4	.8	.....	20.2	10.0	5.5	.....	16.5
32	Screens (window and door)	5,745,000	.3	27.89	160,240	1.1	57.0	.....	.....	38.8	.....	.....	.....	3.1
33	Signs and billposting boards	5,510,000	.3	21.93	120,830	1.8	65.5	.....	1.8	1.8	1.8	18.2	.....	9.1
34	Toilet accessories	5,470,000	.3	30.92	169,107	.4	25.9	10.6	34.1	16.4	9.1	.....	.7	2.8
35	Greenhouses, conservatories, etc	4,967,000	.3	47.54	236,114	.....	.....	.....	9.1	73.5	9.4	4.0	.....	4.0
36	Ladders	3,277,000	.2	38.51	126,209	2.7	75.1	2.6	3.0	4.9	.....	8.6	.....	3.1
37	Machine parts	3,002,500	.2	35.96	107,975	2.4	64.4	.....	5.0	12.0	6.8	3.5	*	5.9
38	Trunks and sample cases	2,817,000	.2	30.01	84,527	.....	91.7	.5	.....	.....	.....	.....	.....	7.8
39	Well and road machinery	2,625,000	.2	32.33	84,865	24.7	12.4	6.1	7.3	20.7	.4	6.1	.....	22.3
40	Sporting goods	2,624,000	.1	39.90	104,698	4.1	33.0	1.3	7.6	10.7	3.6	9.5	.....	30.2
41	Cigar boxes	2,325,350	.1	88.94	206,820	.....	14.9	.4	24.1	.....	14.1	.....	29.7	16.8
42	Meat blocks	2,300,000	.1	15.39	35,400	21.8	30.4	.....	39.1	8.7	.....	.....	.....	.....
43	Incubators, etc	2,165,000	.1	26.63	57,650	3.7	53.4	.....	6.5	25.6	1.6	1.8	.....	7.4
44	Stairways	1,834,000	.1	51.26	94,013	.....	26.8	6.6	4.1	1.4	.....	.....	1.2	59.9
45	Barber shop furniture	1,457,000	.1	41.99	61,179	.....	15.0	2.1	33.6	24.7	13.8	.....	.....	10.8
46	Elevators (freight and passenger)	1,418,000	.1	33.99	48,196	.....	47.6	.....	3.9	31.7	15.5	.....	.1	1.2
47	Kitchen cabinets and safes	1,150,000	.1	20.57	23,660	19.1	4.3	34.8	.....	26.1	8.7	.....	.....	7.0
48	Boats	1,021,000	.1	50.25	51,305	2.0	1.8	23.0	17.6	9.3	2.4	17.5	1.3	25.1
49	Novelties and toys	673,000	*	45.34	30,517	1.0	43.1	6.2	.....	.....	.....	.....	1.5	48.2
50	Musical instruments	615,420	*	94.86	58,376	.....	5.4	.2	19.4	24.4	.....	1.9	17.2	31.5
51	Willow and rattan goods	Given in Lbs.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Total	1,781,536,120	100.0	$28.76	$51,229,693	1.5	28.0	3.8	12.6	22.3	12.0	3.2	.9	15.7

*Less than .1.

SUMMARY OF WOOD USED IN ILLINOIS BY INDUSTRIES.

It will be surprising to know that the wood car building demand amounts to more than four hundred million feet annually, and that boxes and crating consume nearly as much in quantity. The other large factors of lumber consumption are involved in the sash, door and interior finish industry, farm machinery, furniture, pianos and organs and cooperage.

Getting down to similar factors of consumption, it is surely surprising to note that nearly twelve and a half million feet of lumber are consumed in Illinois annually in the making of handles; that nearly eight and a half million feet are consumed in the manufacture of laundry machinery and accessories; that electrical apparatus consumes more than seven and a half million feet, and refrigerators nearly six million feet.

More than three million feet of lumber are remanufactured into the form of ladders; nearly three million feet into trunks and sample cases; more than two and a half million feet into sporting goods; and nearly two and a half million into meat blocks, etc.

Wood utilization is certainly an interesting study in this great central state of wood consumption, and it must further be recalled that the city of Chicago alone consumes more than sixty-two and a half per cent of the annual total of 1,781,536,120 feet. The office of Wood Utilization of the Forest Service is continuing this work in securing similar data in other chief wood consuming states of the country, and already has figures together for nearly the entire range of territory that constitutes the large wood consuming area of the United States. Supplemental reports covering various states from this data will be published in HARDWOOD RECORD from time to time.



Veneer and Its Uses



VENEERS IN CASKET MAKING

All things come to him who waits, says the proverb, and while it is probably true that the waits required in order to secure a number of desirable things would be prohibitive, considering the allotted span of life on this mundane sphere, it occasionally happens that things turn out all right just by letting them develop along natural lines. A case in point is the coffin industry in its relation to the use of veneers.

Not many years ago the makers of caskets called on the veneer people to supply them with stock for their curved ends, where solid material could not be used without difficulty, and where the built-up piece served the purpose well and was also cheaper. The business was sizable, although not large, and the manufacturers of thin lumber suggested to a good many members of the consuming business that built-up stock could be used to advantage in the remainder of the work.

"What are you trying to hand us?" just about expressed the typical casket manufacturer's attitude. "You can't give us veneers that will enable us to produce coffins any more cheaply; if anything, the cost will be considerably in excess of solid wood. We get an advantage by telling our trade about the rich solid mahogany and quartered oak work we are turning out, and do you think we are going to throw this away simply to use veneers, which will cost us more anyway?"

The veneer trade put up some pretty good arguments, but apparently did not bear fruit very readily. So the manufacturers sat down and waited, contenting themselves meanwhile with taking care of the business in other lines, and managing to exist without being called on to furnish more material for coffin manufacture than the curved ends referred to. And the waiting was to good purpose.

Gradually a coffin manufacturer or two figured the thing out, realizing that the use of solid material did not produce especially fine results, as far as appearance was concerned. For example, when a mahogany casket was being made, it was usually necessary to use two boards in order to get the full fourteen-inch widths which were required. This resulted in a combination of figure that did not provide uniformity. There was immediately apparent the fact that the material was not from the same log and probably not even from the same tree.

Then, too, there was the matter of waste. Cutting lumber to dimensions and working it into shape for use created a lot of offal, which could not be utilized and which was consequently burned. Careful figuring showed that even from a standpoint of economy it might be wise to look into the use of veneers, in which there would be little or no waste, and which could be bought, cut to dimensions, at a price which would make their use practicable, at all events.

They began to try out veneers, and found that they could use them to advantage. In some cases the final cost proved higher than when solid lumber was used, but this was more than made up for by the great beauty of the resulting work, and the absolute uniformity in figure and texture of the face material. Instead of having a casket made up of wood which, while of the same general stock, varied sufficiently to prove the lack of uniformity, the veneers, matched up exactly and appearing in all parts of the casket, were absolutely alike, as was to have been expected. In addition, of course, much more handsomely figured stock was obtainable under this process than it was possible to secure in any other way.

Those who were putting out veneered coffins were able to show their trade handsomer goods than were ever seen before. The demand for work of this character soon became quite decided, and manufacturers who had been contenting themselves with using the dull figured solid mahogany and quartered oak, had to bestir themselves and come into the market for veneers in order to keep in line with the new demand.

In order to continue their hold on the trade, some of the more progressive manufacturers of caskets have been making use of other woods than quartered oak and mahogany in veneers, and Circassian walnut and figured gum are now being utilized. This is by no means general, but a good many manufacturers are trying it out on their own trade, and have found the results to be all that could be desired. It is probable, in view of this, that the manufacturers of veneers will have a more varied and substantial trade from the casket industry in the immediate future than has ever been the case in the past.

It is not to be assumed from the foregoing that the casket people have had a sudden change in attitude, nor that manufacturing methods have been entirely revolutionized. As a matter of fact, some of the largest factories are continuing to use the old-fashioned methods, and assert that they cannot make use of veneers to advantage except in the way which has been referred to; and on account of the number of ends with straight lines, in the shape of hexagons, for example, being designed, the demand for this kind of work is not as large as it was a number of years ago.

"I tried out veneers several years ago," said the manager of a big casket factory recently, "and found that I got excellent results, as far as the appearance of the work was concerned. It was not any cheaper, though the increase in expense was not great, and I was thoroughly satisfied with the results. The powers that be, however, told me to quit using veneers, saying that they believed the trade wanted solid work. That is why we are turning out that kind today instead of the work with built-up sides and top."

The decline in the use of the cloth-covered casket is another factor which seems to favor the growth of veneer consumption

in this industry. The coffin covered with black cloth was usually made of chestnut. It has not been especially popular of late years, buyers of coffins apparently preferring the kind with the wood exposed. The others are cheaper, of course, and the casket manufacturers are glad enough to get away from this trade and increase the sales of high-grade caskets. As the use of cloth coverings becomes less and less, it may be inferred that the manufacture of high-grade veneered caskets will become larger and larger. At any rate, that is what the veneer manufacturers in touch with this business appear to believe.

"Time certainly brings changes," said a veneer expert the other day. "A few years ago I would not have thought that I'd be cutting veneers for use in the sides and tops of caskets. Nor should I have ventured, even in my most hopeful moments, to opine that anybody would ever consent to be buried in a veneered Circassian walnut or figured gum container. It does look a little festive for the purpose, I'll admit, but the effect is certainly beautiful and for certain classes of trade I imagine the funeral directors are getting and will continue to receive a pretty steady call for that class of goods.

"At all events, if the demand continues to grow as it has been doing, I think that the casket manufacturers will soon be alongside the furniture and piano trades as consumers of veneers."

G. D. C.



The International Bubble



Editor's Note

In its issue of Saturday, February 24, the North American of Philadelphia, recites the details of the history of the International Lumber & Development Company, a Mexican promotional alleged lumber and agricultural enterprise, which has been unfavorably exploited in HARDWOOD RECORD during the past six years. It is a pathetic commentary on the gullibility of human kind that the vast sum of money involved in this crazy deal should have been filched from it. Stockholders are now appealing for a receivership of the company, alleging that it is a gigantic fraud. If this be demonstrated, it will be a matter of no surprise to anyone with even a modicum of knowledge of the conditions involved in enterprises of this kind. The story as told by the North American is herewith reproduced.

Charging the International Lumber and Development Company with being a gigantic fraud, which has cheated stockholders and the public out of more than $6,000,000 in the last seven years, stockholders in the company yesterday petitioned Judge McPherson, in the United States district court, to appoint a receiver.

The defendants named in the bill filed in behalf of stockholders by Attorneys Owen J. Roberts and Samuel W. Cooper are:

William H. Armstrong, president, former United States railroad commissioner.

Alfred Gratz, vice-president, a member of the board of road reviews.

Charles M. McMahon, secretary and treasurer, identified with several other corporations similar to the defendant lumber company.

H. A. Merrill, director, former president of the City National Bank of Mason City, Iowa.

W. W. Pusey, 2d, a director, of Wilmington, Del.

A. G. Stewart, a director, former attorney general of Porto Rico.

John S. Barnes, a director, justice of the Supreme Court of Nebraska.

John R. Markley and Isaiah B. Miller, Chicago, promoters of Mexican plantation schemes, with offices in the Fisher building.

Alfred L. Wanamaker, general counsel for the defendant company.

William H. Armstrong, Jr., its general agent.

The United Security Life Insurance and Trust Company, of 603 Chestnut street, trustee.

The Philadelphia Real Estate and Securities Company of the Drexel Building, which has sold considerable of the lumber company's stock.

More Than $6,000,000 Involved

The bill sets forth that though the money paid into the International Lumber and Development Company as capital is $6,000,000, the amount involved in the alleged fraud is in reality very much higher and may be anywhere between $7,000,000 and $9,000,000.

This difference between the company's capitalization and the amount of the actual cash involved has been made possible because the company sold its stock under contracts providing for installment payments of $5 a month, with a forfeiture clause for failure to make regular monthly installment payments.

But it is set out in the bill that the enormous sums forfeited by people in all parts of the world under this forfeiture clause, amounting to $1,000,000 and upward, has, as a matter of fact, not been forfeited to the company's treasury, but to the pockets of officers, directors and agents of the company, who appropriated this forfeited money for their own use.

It is also charged that of the 20,000 shares of stock in the company, only eighty-five shares were issued in the seven years in which people, scattered in all parts of the world, poured their stock subscriptions into the company. Of the eighty-five controlled shares, it is further set forth that Markley and Miller, the two defendant promoters, controlled a majority, or forty-four shares, and that Markley and Miller by their majority control entered into a contract with themselves for the International Lumber and Development Company by which they were to be paid $5,000,000 of the company's $6,000,000 capital.

More Secret Contracts

The remaining $1,000,000 of the company's capital was paid over to William H. Armstrong, Jr., as general agent, under another secret contract and distributed in accordance with a third secret contract between Armstrong, Jr., and C. M. McMahon, secretary and treasurer of the company.

It is further charged that, despite the enormous sums which have been paid into the company by innocent investors, it has now no more assets than it had in 1900, when John R. Markley sold the property of the company for $180,000, and that its dividends of $1,500,000 have been paid out of money received for capital stock.

In charging the officers and directors of the company with having entered into a conspiracy to cheat and defraud their stockholders and the people in general, the bill in equity says:

"That John R. Markley and Isaiah B. Miller, individually and as copartners trading as Markley & Miller, are and have been, since the organization of the corporation, contractors under a certain contract, hereinafter more fully set forth, as well as for seven years in control of a majority of the voting shares of the said corporation.

"The said Alfred L. Wanamaker was, for some time, president of the said International Lumber and Development Company, and is now and has been, since his resignation as president, the general counsel for the said corporation, and interested in and connected with its management and development and the sale of its stock.

Organized to Defraud Public

"That the International Lumber and Development Company was and is a corporation organized for the purpose of defrauding the public by obtaining subscriptions to its capital stock by means of false representation, and that the said corporation is insolvent, and is, at the present time, totally mismanaged and that any further transaction of its business will result in disaster and loss to the stockholders and creditors of the said corporation.

"That the officers and directors of the defendant corporation have appropriated to themselves large sums of money, aggregating $500,000 and upward, in the payment of alleged salaries to the officers and for commissions on sales of the corporation capital stock, while advertising to the public and to their stockholders that no salaries were paid to any officers of the company.

"That John R. Markley and Isaiah B. Miller, by means of their control of a majority of the voting shares of the defendant corporation, made with themselves a contract by which they were to be paid $5,000,000, which sum was to be used in the development of the lands of the defendant corporation in Mexico, and under which contract they further agreed to pay, for seven years, eight per cent annually in dividends upon the amount paid in upon the capital stock of the defendant corporation, and have failed to use a large proportion of the said moneys in the development of the property, as agreed."

History of Operations

In telling the origin and history of the International Lumber and Development Company's operations, the bill continues:

"In the year 1900 John R. Markley, one of the defendants herein, and his then partner, Walter H. Bell, sold to a corporation known as the San Pablo Company, organized under the laws of the state of New Jersey, 288,000 acres of land, situated in the department of Champoton, state of Campeche, Mexico, for the sum of about $180,000, or in Mexican dollars, the sum of about $350,000. That John R. Markley, on July 30, 1904, as president of the San Pablo Company, addressed a letter to the stockholders of the company, setting forth that land could not be worked profitably and that he would endeavor to get a purchaser for the same, so that he could relieve the corporation of the burden, and urged them to sell it, and asked them for authority to dispose of the said property for the sum of $450,000, payable in two equal installments, the first installment to be due in three years after the date of the contract and the second installment to be due in five

years after the contract date, the installments to bear interest at the rate of five per cent per annum, payable semi-annually, and the United Security Life Insurance and Trust Company of Pennsylvania, was thereafter designated as trustee for the purpose of holding the title to the said lands until full payment of the purchase money due thereon should be paid; and John R. Markley thereupon formed a partnership with Isaiah B. Miller, one of the defendants herein, and organized the International Lumber and Development Company, defendant herein, for the purpose of making it purchaser of the said lands for the sum of $600,000, and upon the organization of the said International Lumber and Development Company, the said lands were conveyed to the United Security Life Insurance and Trust Company of Pennsylvania, to be held by it, as trustee, until the payment of the said sum of $600,000 to the San Pablo Company.

Title Still in Trustee

"Your orators believe that the United Security Life Insurance and Trust Company of Pennsylvania still holds the title to the lands as trustee for the International Lumber and Development Company, but your orators are not informed whether all the purchase money due upon the contract has yet been paid in full, but believe that it has not been so paid to the San Pablo Company.

"Markley & Miller, by the terms of a certain contract, made with the International Lumber and Development Company, were required to pay, from moneys received by them, from the company, the purchase money due to the San Pablo Company for the land, and Markley & Miller further agreed with the San Pablo Company that pending the payment of the full amount of the purchase money for the land by the said defendant corporation, the profits from the land should be used for the benefit of the San Pablo Company; but by the terms of their contract with the International Lumber and Development Company, they agreed that the profits arising from the operation of the lands should be paid to the stockholders of the International Lumber and Development Company, and upon the basis of such profits, guaranteed to the International Lumber and Development Company that they would pay to them eight per cent per annum upon the amount of all money paid to the company upon subscriptions to its capital stock and that the eight per cent upon the capital stock had been paid by Markley & Miller from April 1, 1905, up to the present date. Both of the contracts providing for the disposition of the profits to these two different corporations ran concurrently from 1904 to 1909.

No Votes for Stockholders

"Your orators further aver that by the contract with the subscribers to the stock of the International Lumber and Development Company, none of the stockholders was entitled to vote as members of the corporation, even though their stock might have been paid for in full, until the termination of the seven-year contract, expiring January 1, 1912, made with John R. Markley and Isaiah B. Miller, composing the firm of Markley & Miller, except the officers and directors of the corporation and Markley & Miller, contractors, to whom were issued, without payment of any money, eighty-five shares of the stock of the corporation, the eighty-five shares representing a par value of $25,000, out of a total capitalization of $6,000,000; and, as a fact, no stock of the corporation has ever been voted in any of its transactions, excepting the eighty-five shares of stock thus held by the officers and directors and contractors, excepting that the subscribers to the stock had a right to vote once a year for an inspector who might be appointed, in this way, to visit the property in Mexico.

"The 19,915 shares of the capital stock of the defendant company were all sold at par, under installment contracts, at the price of $5,975,000, and the contracts contained a provision that in event of the failure of the subscribers to pay the monthly installments of $5 per share, as provided by the contract, the moneys paid up to the date of default should be forfeited by the subscribers and they should thereupon lose all right, of every kind, in connection with their subscriptions; and a very large amount of money, aggregating $1,000,000 and upward, has thus been forfeited by reason of the failure of the subscribers to pay the installments aforesaid.

Officers Got Forfeited Money

"As a fact, the moneys thus paid in, which should have been forfeited to the defendant corporation, under the terms of the subscription contract, were not so forfeited to the corporation, but were appropriated to their own use by the officers and directors of the corporation, in the following manner: Upon default by any subscriber, his stock was resold by the officers and directors of the corporation or their agents as stock full paid, and the new purchaser of the stock paid into the treasury of the company, the full face value of the stock and the amount which the previous subscriber had already paid on the stock, or a large part thereof was appropriated by the officers, directors and agents of the company, as their commission for the resale, and in this way the officers, directors and agents appropriated to their own use over $1,000,000.

"Your orators are further informed and believe that forty-four shares of the capital stock of the International Lumber and Development Company, being a majority in number of the eighty-five shares of voting stock issued by the corporation, as hereinbefore stated, were issued to John R. Markley or Isaiah B. Miller, or either or both of them or their agents or representatives, and that by means of the holding of the said forty-four shares Markley & Miller, or either or both of them, have maintained an absolute control over the management of the defendant corporation since its organization up to the present time.

"That by means of their control of the defendant corporation, through their holding of stock as aforesaid, Markley & Miller made a contract between the defendant corporation and themselves by which the corporation was to pay to them the sum of $250 for each acre of the 288,000 acres which might be cleared, planted and developed, with the proviso that Markley & Miller, within the period covered by their contract, should clear, plant and develop not less than 20,000 acres and in return therefor should receive the sum of $5,000,000, and Markley & Miller further contracted that during the period of the contract, to-wit, from January 1, 1905, to January 1, 1912, they would furnish the necessary labor, machinery, warehouses, mills, railroads, transportation, wharves, factories and everything necessary for the full equipment and operation of the lands and the products to be derived from the same.

Failed to Live Up To Contract

"That Markley & Miller have utterly failed to live up to the requirements of the aforesaid contract, and, in fact, have not cleared, planted or developed 20,000 acres of the land, as agreed, nor have they furnished the necessary labor, machinery, warehouses, mills, railroads, transportation, wharves, factories or other things necessary for the development of the land, but, in fact, have used a large proportion of the money so paid to them for their own personal use. That the only railroad upon the property is a small narrow-gauge road which was already upon the property at the time the same was sold for $180,000, as hereinbefore recited, and that the small locomotive that was used in connection therewith was later abandoned, and the motive power of mules installed instead.

Hard Luck of Contractors

"That Markley & Miller have failed to furnish the necessary mills and machinery for the purpose of preparing the products to be produced on the land, for the market. Markley & Miller did furnish for the use of the defendant company a small steamer of 490 tons net burden by the name of the Vueltabajo, which your orators believe was owned by them and registered in their name in Lloyd's, and they did further furnish a sawmill at Mobile, Ala., which mill was assessed in the name of Markley & Miller, as the owners, in the sum of $28,510, as late as January, 1912, and has been so assessed since the year 1907. That the steamer was, on or about Jan. 29, 1912, wrecked and became a total loss; that the sawmill was destroyed by fire on Oct. 23, 1911, with a total insurance thereon of $2,000, which covered the hardwood lumber in the mill. The steamer is reported as being insured for the sum of $27,000.

"By bulletin No. 21 of the defendant company, issued January, 1912, the assets of the defendant company are stated as follows:

"'Conservative estimate of value of property owned by the International Lumber and Development Company, paid for in full and held in trust, free and clear of all incumbrances.

1.	288,000 acres of land at $10 per acre	$2,880,000
2.	320,000,000 feet marketable timber at $26.25 per 1,000 feet	8,400,000
3.	Personal property, boats, railroad, sawmills, buildings, live stock, etc.	625,000
4.	750,000 cultivated rubber trees, 4 years old, $2 each	1,500,000
5.	500,000 wild rubber trees at $5 each	2,500,000
6.	13,000,000 henequen (hemp) plants at 75 cents each	9,750,000
7.	100,000 tons of dye woods, log wood and fustic at $9.20 (average) per ton	920,000
8.	250,000 chicle or zapote trees at $2.50 each	625,000
	Total (over four times par value entire capital stock)	$27,200,000

No Change Since Prior Sale

"Your orators aver that of the above items, numbered from 1 to 8 upon the report, items 1, 2, 5, 7 and 8, aggregating $15,325,000, are exactly the same items of the property which existed and were found upon the land at the time the same was sold, as hereinbefore recited, for the sum of $180,000 by John R. Markley.

"Of the personal property under item No. 3 of the statements, there has been little or no change since sale aforesaid, excepting as to the boat and the sawmill, hereinbefore mentioned, both of which were carried in the name of Markley & Miller, and both of which have now been destroyed.

"That of item No. 4, the report of the company to its stockholders, up to June 20, 1911, were stated as being 200,000.

"As to item No. 6 of the said statement, your orators aver that the number of plants is largely fictitious and the value far in excess of any real worth of the same.

"Your orators aver that the plantation has produced no profit whatsoever from any source, and that the cost of running the business in connection therewith has been far in excess of any money realized from the same.

Dividends Paid from Subscriptions

"The defendant corporation has advertised publicly since the organization of the company and has notified its stockholders from time to time, up to the present date, that the dividends of 8 per cent, which had been paid annually upon the amount of capital stock paid in, were

paid from the profits realized from the plantation, whereas, in fact, there were no profits realized from the plantation, and the eight per cent per annum paid upon the said stock has, since the beginning of the company, been paid from the moneys realized from the subscribers to the stock of the corporation; and the corporation has paid out of such money, up to Feb. 20, 1912, the sum of $1,500,000, representing that the sum consisted of profits resulting from the business of the said corporation.

"That William H. Armstrong, Jr., son of the president of the defendant corporation, was appointed general agent of the same for the purpose of acting as general manager of the defendant corporation, attending to the management of the offices of the company, and also as general sales agent for the capital stock of the corporation. And by a contract made at the time of the organization of the company the company agreed to pay to him the sum of $50 on each share of the capital stock which might be subscribed for, with the understanding that the moneys should be used for the payment of salaries and office expenses.

$1,000,000 in Salaries

"William H. Armstrong, Jr., assigned the contract to Charles M. McMahon, secretary and treasurer of the company, and since the organization of the corporation there has been paid under this contract either to Armstrong or McMahon, the sum of $1,000,000, which has been used in part for the payment of salaries to officers of the company, although the public and stockholders, by repeated advertisements and notices, have been informed that no salaries whatsoever were drawn by any officers of the corporation.

"Your orators further aver that the corporation, through its officers and directors, has failed and refused to inform the public and stockholders of the essential covenants of the contracts aforesaid, between the corporation and Markley & Miller; the contract between the corporation and William H. Armstrong, Jr., and the contract or assignment between William H. Armstrong, Jr., and Charles M. McMahon, and have never disclosed the same either to the public or to their stockholders, and your orators' averments in reference to the contracts are made by reason of oral statements secured from the defendants or some of them within the last two months.

Illegal Stock-Selling Contract

"That the Philadelphia Real Estate and Securities Company, a corporation organized under the laws of the state of Delaware, having its offices and principal place of business in the Drexel building, by its officers and directors did enter into unlawful agreement and conspiracy with certain officers and directors of the International Lumber and Development Company, who are included herein as parties defendant, whereby it was agreed between them that certain shares of the capital stock of the International Lumber and Development Company should be sold by the Philadelphia Real Estate and Securities Company to the prejudice and harm of the stockholders of the International company and for the sole benefit and advantage of themselves.

"And in pursuance of said unlawful agreement, the Philadelphia Real Estate and Securities Company, by its officers and directors, or either or both of them, did obtain certain certificates of the shares of the capital stock of the International Lumber and Development Company from Charles M. McMahon, one of the defendants herein, on which shares large sums of money had been paid by subscribers who subsequently defaulted in the payment of their installments, and the profits derived from the resale of stock were appropriated to the use and benefit of the Philadelphia Real Estate and Securities Company and Charles M. McMahon and others acting under them.

Scheme to Defraud

"Your orators further aver that the International Lumber and Development Company was organized by Markley and Miller as a scheme to defraud the public; in the first place, by unloading on the corporation the aforesaid land at the price of $600,000, which land had been originally sold by the said Markley for $180,000, and that the corporation thus organized for a fraudulent purpose has been, since its inception, carried on fraudulently and for the purpose of obtaining money from the public and stockholders by false representation, and its officers have paid dividends to the amount of $1,500,000 from the moneys which have been paid into the corporation by the stockholders.

"And the corporation has been mismanaged in the fact that it has advertised extensively and notified its stockholders that no salaries were being paid to its officers, whereas, in truth and in fact, enormous sums of money as hereinbefore recited, have been subtracted from the moneys paid in, and have been paid over to the officers and directors, agents and attorneys illegally."

The bill concludes by asking that a receiver be appointed and that the present officers of the International Lumber and Development Company be enjoined from paying out any more money and be required to turn over all funds and assets of the company to the receiver and to render a full and complete account of all money already expended by them. A. L. Wanamaker, general counsel for the company, was in court when the petition was presented. Judge McPherson instructed the lawyers to agree on a day for a hearing, and the attorneys fixed March 5.

The four stockholders named in the petition set forth that they are taking this action in behalf of themselves and all other stockholders who may join with them. The stockholders represented are said to have paid about $25,000 into the International Lumber and Development Company.

To Save Adirondack Forests

A determined campaign for Adirondack forest conservation was inaugurated last summer by the Camp Fire Club of America, through its game protection committee. This organization is located in New York City and numbers among its members men prominent in forestry work and in public and business life. With the idea of getting accurate data on conditions in the Adirondacks, Gifford Pinchot and Overton Price, formerly United States foresters, and several state officials, made a trip into that region. The committee reported on about 3,300,000 acres of land, of which the state owns 1,500,000 acres. The remainder is owned by various private and corporate interests. The report of the investigators maintains that practically all the land is useless for anything but tree growing, and points out that the tree growth in this district renders so many valuable services that no similar forest area in the United States is of such high value to so many people.

In analyzing the Adirondack situation, Gifford Pinchot in his report suggested as the most fundamentally important remedies that additional fire wardens, rangers and lookout stations be provided; that the state control and regulate lumbering on private lands and that there be a constitutional amendment permitting the management of state forests in accordance with the principles of scientific forestry.

The principal work before the Camp Fire Club at present is the securing of the passage of the Roosevelt-Jones bill, in New York state legislature, which contains many valuable clauses and embodies most of the suggestions in the report. A radical movement toward methods of conservation is seen in section 88 of the bill, which prohibits the cutting of trees on private lands, below specific sizes, does away with clean cutting and provides that certain seed trees be left.

The report includes the statement that one-quarter of the whole area of the twelve counties in the Adirondacks, investigated, has been burned over, and states that the first duty of the state toward these woods is to protect them from fire. It further outlines specifically how the state can go about providing for absolute fire protection.

The question of replanting comes in for no little discussion in the report. Ex-Forester Pinchot claims the Adirondack forests contain 120,000 acres of fire denuded timber lands upon which planting is absolutely imperative.

The feasibility of applied forestry in the Adirondacks is borne out, according to the report, by the results of work done by ex-Forester Pinchot and the present chief forester, Henry S. Graves, in the softwood logging operations in the Adirondacks. On two tracts in this section each tree to be cut was marked, and as a rule sound spruce trees below ten inches were left standing. Seed trees were also left, and simple rules were promulgated to prevent waste and injury to young growth.

The strongest clause of the report is a recommendation by Mr. Pinchot of the passage of the bill requiring lumbermen inside the Adirondack reserve to carry out such a degree of practical forestry on their timber lands as will reduce the damage by fire to the lowest practicable point, and secure the perpetuation of the forests, the plan of work to be approved and its execution supervised by the Conservation Commission through the superintendent of state forests. The state should prepare cutting plans for lumbermen, and should give every possible assistance, increasing if necessary the present force of trained foresters.

The Cross-Tie Industry in 1910

One of the heaviest drains upon the forest resources of the country is the use of cross-ties for steam and electric roads. Probably in no other wood consuming industry is there so large a percentage of waste, and it is because of this that statistics showing the annual purchase of ties cannot be used as a basis for establishing the total lumber consumed in tie production. Probably all but one per cent of the ties used in this country are from timber grown in the United States, and it is very probable that there are not less than 1,000,000,000 ties in use or being held for renewing.

Steam and electric railroads of the country purchased in 1910 148,231,000 cross-ties, and it is an encouraging fact that this is twenty per cent higher than the purchase in 1909. It is estimated that only six per cent of this number were used by electric roads. A recent bulletin of the Forest Service on the cross-tie question makes some interesting observations on government statistics. It says that during 1910 fifteen per cent of the consumption of ties was for new track. This figure is the same as that for 1907, the year of the greatest total purchase of ties. It is a two per cent increase over 1909 and eight per cent increase over 1908 in this particular, which indicates a partial return to the economic conditions encouraging track construction which prevailed in 1907.

A table in the bulletin shows that oak is vastly in the lead, representing in 1910 almost half the total production. This is true proportionately in the other years recorded. Southern pine is second in amount of production, being in each year considerably less than half that of oak. Douglas fir represents the third most important cross-tie timber during the four years shown, and next in order come chestnut, cedar, cypress, tamarack, western pine, hemlock, redwood and gum. The essential qualities to a good tie are durability, ability to hold spikes and resistance to mechanical wear, but it does not necessarily follow that the species in the order named rank in that same order as to adaptability for cross-tie purposes. The question of availability probably has as much to do with the consumption of various kinds of ties all over the country. During the past two years beech, birch and maple creosoted ties are coming into general use on many northern railroads.

As an instance, while the various species of oak are undoubtedly better adapted for tie purposes than most woods, it is the broadcast growth of suitable species of oak at all available points which is responsible primarily for the enormous consumption of oak ties. This is equally true of southern pine ties. The government authorities anticipate an increase in the consumption of Douglas fir ties, as this species has scarcely been touched, but has already proven its adaptability. Cypress as a tie material has become increasingly important during the last three years; in fact it showed an eighteen per cent increase from 1909 to 1910.

Included in the consumption of oak ties are ties of Japanese oak which have been imported increasingly of late, although less than two million of these ties were brought into the United States during 1910.

By far the bulk of cross-ties consumed in this country is hewn from the tree, thus involving great waste of timber. It is a notable fact, however, that the proportion of hewn ties in 1910 was the lowest ever recorded, and represented seventy-four per cent of the total. This decreasing proportion of hewn ties is traceable to the fact that the increases in oak and Douglas fir tie consumption have been primarily in the sawed variety.

Changes in tie values have not resulted in lessening the demand to any extent. The average value during 1910 was fifty-one cents, which is the same as the figure for 1907, the banner year in tie consumption, and an increase of one cent and two cents over the prices paid in 1908 and 1909 respectively.

Deterioration in service due to preventable decay has been one of the heaviest drains on tie producing forests of the country. In 1910 nearly 126,000,000 cross-ties were purchased to make renewals. Adoption of tie preserving methods would be extremely effective in retarding wear, and the present trackage could probably be maintained with one-half the quantity of wood now consumed.

The principal causes of deterioration of cross-ties are decay, insect attacks, breakage, splitting, mechanical wear and respiking. By treating the ties with preservatives and using improved fastening, such as S irons, the mechanical life can probably be doubled. The preserving process is comparatively inexpensive and is becoming more and more a factor with the railroads. Various preservatives, most of them excellent, are being used in large quantities.

An indication of the increasing interest in treating cross-ties is the fact that from 1909 to 1910 there was a gain of some 8,000,000 ties treated in this way and a corresponding gain the year before. This gain in treating is evident in the steam and electric railroads, though only four per cent of the treated ties in 1910 were purchased by the electric roads. The total number of treated ties in 1910 represented but twenty-one per cent of the total.

Railroads are gradually installing their own facilities for treating, and as a result the number of ready-treated cross-ties purchased each year is decreasing. In 1910 but one-third were treated before purchasing.

Selling Lumber by Wire

Many hardwood men used to regard a telegram with the same sort of terror that the anxious mother who has a son in the navy and another employed as a structural iron worker, feels when the yellow-enclosed missive is given her by the uniformed messenger. They always thought that a telegram stood for "Car turned down; not up to grade." Naturally, therefore, the Western Union, the Postal Telegraph & Cable Company and all of the other results of the Morse mental vibratory apparatus were regarded merely as necessary evils.

Apparently it did not occur to some of those in the trade that they could turn these instruments to their own advantage and, in other words, hoist the enemy with his own petard. They let the buyer do all the wiring, and as indicated, the wire not infrequently bore unwelcome tidings. The realization that the telegraph—and the telephone—constitutes an effective department of selling equipment, to be used to advantage more often than might be thought at first glance, has brought about a decided change in their attitude.

"Sold ten cars today, five by wire and five by phone," said an aggressive hardwood man in an Ohio valley lumber center the other day. "Got the buyers at the other end of the wire and simply put the proposition up to them so strong that they had to do something."

The best feature of these sales, from the standpoint of the lumberman who related the instances, was that the business was on items which he particularly wanted to move. It may have been that he was able to make an attractive proposition to the purchaser for this very reason—but there was no indication that the business did not produce its fair share of profit. The transaction, all around, was certainly a good investment, considering the expense of getting into communication with prospective purchasers by wire.

There is a strong psychological influence secured through the use of a telegram. In spite of the multiplication of uses of wired communications, and the more general gravitation toward this form of doing business, largely increased by the institution of day

at night letters, such a message has an atmosphere of importance from which the recipient can hardly escape. The most blase grain dealer looks at his wired message with more interest than he does those which he gets by mail, and to those whose business is not immediately dependent upon market quotations, and who therefore use the telegraph to a much smaller extent than those in the grain trade, the telegram comes with special force.

As for the telephone, it is even more advantageous. When the party at the other end is informed by exchange that a long distance call awaits him, he steps to the phone with interest which no amount of local wire conversations would have developed. "Long distance" spells importance, emergency, hurry-up methods. When he takes the receiver off the hook, he knows that he will probably be called on to make a quick decision. Therefore he is ready, and usually makes it.

All of this may not have been figured out by the hardwood man; but he has found that he gets action when he uses these methods, whereas quotations submitted by mail, or propositions put forward in the usual way, may never bring even a nibble. It has even been discovered that a telephone or telegraph call is often more effective than the personal proposition of a salesman. In fact, the crack salesman of one of the biggest producers of oak lumber in the South, recently pulled off a deal with a furniture manufacturer involving the sale of about 200,000 feet of plain oak, just in that way.

He had been talking to the buyer for the factory for some time without being able to get more than an expression of interest. The house wasn't through getting in touch with its dealers; factory operations for the year hadn't been outlined altogether; they didn't know whether they would continue strong on oak, or specialize more in mahogany than heretofore; besides, they had a fair stock on the yard, and thought they could get what they needed most any time.

"You may be able to," said the salesman, "but just between us, dry lumber, ready to ship, isn't as plentiful as most people think. As a matter of fact, I have 200,000 feet of plain oak in that condition, and that's all. If I sell it, I'll be out of the market; and anybody will tell you that plain oak is the scarcest item in the field today."

"What's your price on that lot, f. o. b. this station?" inquired the buyer, not showing much interest, but evidently doing a little figuring.

The salesman told him, but the factory man shook his head.

"Too high for that big a lot," he commented.

They talked a little while, and the lumberman left for his next customer. Late that afternoon, as he was pulling into a station a few miles from the furniture factory, he had an idea. He got on the long-distance phone, called up the buyer and said:

"This is Smith of the Blank Hardwood Company. If you can use that lot of plain oak we were talking about, I've got a proposition for you."

"All right, what is it?" the reply came back.

"If you can take it in sixty days, I'll sell it to you for fifty cents a thousand less than I quoted you. But I can give you but 150,000 feet. I've sold two cars since I talked with you this morning, and got a little better price than I asked you."

There was a long pause at the other end of the wire.

"I'll take the whole 200,000 at the figure you just named," the buyer finally said, "or none. We can use that much, but we want to buy it in a bunch."

"I don't see how I can do that," the salesman bluffed. "My customers expect immediate shipment of the cars I've just sold. Suppose we call it 150,000."

"No, the whole lot or none."

"All right, then," agreed the salesman, half-reluctantly. "Two hundred thousand at the price, shipment in sixty days, inspection certificate attached. I'll wire the house right away, and you can send us a memorandum confirming it tonight. We'll start on that order right away. Much obliged."

"Goodby."

The deal was a good one all around. The furniture man got something he wanted, although he ordered more than he would have bought under ordinary conditions. The suggestion that the price was going up, that others were buying, and that he had to act immediately, all of which were conveyed by the telephone talk, resulted in the order being landed. On the other hand, the lumberman disposed of a big block of oak at a good price, and as he was to ship immediately he was protected in the event of a rise in price later on, such as he actually expected. So the business was straight and clean from every standpoint, and favorable to both parties; but it took a little hurry-up, act-quick system to get it closed.

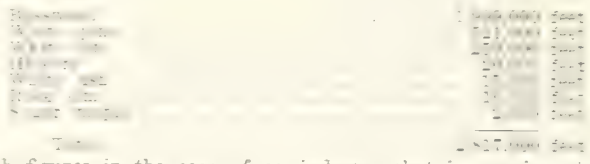
If a buyer is hanging fire on a big order, and you think you have the lumber and the right price, try a little long-distance telephone conversation and see how it works. G. D. C.

Trunks and Sample Cases

The trunk and sample case manufacturing industry may be numbered among the oldest of the various sources of hardwood consumption. It dates, in fact, almost from the time that traveling itself began. It developed co-ordinately with the development in means of cross-country transportation. The invention of steam cars was the [illegible] afforded a readier means for the carriage of large-size trunks than was offered by the old-fashioned stage coach and people began to demand more and larger boxes in which they might carry their baggage. Then again the development of railroading made possible the systematizing of commercial solicitation; the traveling salesman for the first time came into prominence, and augmented the demand for trunks and sample cases. Thus the industry developed.

Trunks in the early days were far less attractive and accident proof than they now are. In fact scarcely a quarter of a century has passed since the present era of modern trunk building began. Up to about twenty years ago all trunks were covered with rawhide, tanned and pressed thin. This type trunk may still be seen throughout Mexico and South American countries. In warm dry climates, where the altitude is high, this trunk was a fairly satisfactory article, but in the North it was found that unless the hides were cured, an expensive process, they had a marked tendency to rot. In addition, rawhide shrinks perceptibly in a moist climate, with the result that it was soon torn from the nails holding it. These objections were the real cause of modern trunk building.

Careful investigation shows the considerable use of seven woods in trunk manufacture, at an average cost per thousand feet of $30.01. Statistics compiled by the Forest Service, under the direction of H. S. Sackett, of the office of Wood Utilization, show the following amount of lumber, board measure, consumed yearly by this industry in Illinois alone:



Such figures in the case of an industry that is growing stronger every day are very significant to the lumbermen. Of the foregoing woods, white elm, hickory, white ash and slippery elm are used in the manufacture of slats and the other woods in the construction of the trunk box and trays. Both solid lumber and built-up panels are used in trunk construction. Only the better grades of stock are taken, firsts and seconds being used entirely, except in the cases of basswood and white pine, No. 1 common basswood being preferred. The lumber is bought in 12- to 16-feet lengths, 6 inches and up wide. Quartered three-ply panel stock is used in tray construction, and three-eighths to five-eighths stuff in the trunk boxes. These panels are usually bought in dimensions of 72x72 inches. In the cases of [illegible] are larger, but concerted protests by the railroads and the levying of an additional charge on trunks over 54 inches in height, have done much to eliminate this type of case.

Tales of the Trade

A PROCESSION BY HIS LONESOME

That distinguished German-American lumberman of Philadelphia, Emil Guenther, as is well known, is an ardent admirer and friend of Rudolph Blankenburg, the reform mayor of the Quaker City, who captured that job at the recent election. Mr. Guenther was the leader of the Teutonic element which helped to elect the mayor, and as every public event is celebrated in Philadelphia by a parade, in due course one was pulled off in honor of Mayor Blankenburg.

Mr. Guenther was made marshal of the German brigade, and the Germans certainly did turn out. Resplendent in decorations and in dignity supreme, Mr. Guenther moved forth in state at the head of the procession, the sole occupant of a carriage immediately in the rear of a big bunch of German musicians, whose only ambition seemed to be to earn their money by making noise, and lots of it. Originally, a few rods in the rear, was the gallant band from the land of the Kaiser. In lofty pride the occupant of the carriage advanced, following the band, until after passing several blocks beyond the reviewing stand he cast a look behind, and much to his consternation saw that his faithful followers had disappeared, and he also found himself, to his deep chagrin, a conspicuous figure posing in solitary grandeur as a trailer to a crashing brass band.

Where his cohorts disappeared to, the leader of the procession never found out, but he took their vanishing into thin air as a tip that the show was over, and gave orders to drive homeward with speed. Mr. Guenther says that when he leads another German procession he is going to have the whole bunch roped together and tied to the rear axletree of his carriage.

HAD HIS REASON

Two Buffalo clubmen, while the best of friends, are never better pleased than when they can get some sort of a joke on each other. One of them is a sturdy lumberman, but never talks shop at the club. His friend met him one night recently and after descanting on the surpassing merits of a play that was running at one of the local theaters, urged him to attend.

"You surely should go," he said to the lumberman. "It is a fine production. Besides the plot is laid in a region where you formerly lived."

The lumberman demurred, saying he had no use for the play. Then the friend redoubled praise of it, and still further urged his attendance. The big man was not to be moved under any circumstances.

"At least tell me why you wouldn't go," asked the play's champion.

"Why, simply because I went the first night."

THE JOKE FAILED

One of the best financed lumbermen in the Buffalo market has for years had the reputation of being rather critical in his observation concerning some of the boys in the business, on account of their sporty inclinations. Some time ago, with the idea of putting up a job on their critic, the boys purchased and sent him a ticket to a prize fight. Much to the surprise of the bunch, when they reached their seats at the ringside, they discovered that their purchase had not been wasted, but that their critic was on hand, although it was well known that never before in his life had he seen a prize fight.

It is hard to say whether the boys were more pleased or surprised. Since that time the capitalist has become a regular attendant at all fistic contests in Buffalo and vicinity.

THE REWARD OFFERED

They tell a story in Buffalo about a millman whose boy was constantly coming into the mill and lugging off a handsaw, which he used as all boys find occasion to, but which he seldom returned to its place when he was finished with it. The careful father one day expostulated with the lad about his trifling character, and suggested to him that if he would come into the shop and make a decent use of his energies he would make it worth his while. The boy was of the Missouri stamp and "had to be shown why," and inquired what his reward would be. Whereupon the cruel parent replied that he would give him all the sawdust he made, with which to play circus. The boy is still building wagons and sleds for his own amusement.

A MAN WITH A REMARKABLE MEMORY

A representative of HARDWOOD RECORD stood in front of the Sinton hotel, at Cincinnati, a few days ago, when he was addressed by a staff man of a morning paper.

"You are a lumber trade newspaper man, aren't you?" asked the daily reporter.

On replying in the affirmative, the inquirer continued: "You know this man Crane?"

"Certainly," replied the RECORD man. Whereupon he shook hands with Mr. Crane, and introduced him to the reporter.

After a few commonplace observations Mr. Crane passed on, and the daily man said, "I suppose he has forgotten me, but I had an assignment to interview him once on a land suit in which he was involved, and found him in his office at eight o'clock in the morning. He appeared much out of sorts, and I was thinking of making a sneak when he stepped to the opening in the grill in his office and said: 'Say, do you want to see me?'

"I said that I did, as I was sent out by my paper to have a talk with him on the case he had pending in court.

"'Well,' replied Crane, 'I haven't much time, but what do you want to know?'

"I told him.

"'Can you write shorthand?' asked Mr. Crane.

"Yes, sir.

"'Then,' Crane started: 'This case began over a dispute on a boundary line of some pretty good timber land, etc., etc.,' and without making a break or giving me a chance to ask a question, he gave me columns of the most convincing facts and arguments I had ever listened to, detailing every fact in logical sequence. When he finished dictating he said, 'That is about all there is to it. Did you get it all right.'

"I told him I did. You know that story made three solid nonpareil columns. I went back to the office and transcribed it, and at Mr. Crane's request before it was turned loose in the newspaper, I visited him at the courthouse where the case was pending, and let him review the proof sheets. I succeeded in getting the proofs into his hands, and a duplicate of them into the possession of his attorney. Both men went over them carefully. In the meantime, court adjourned and Mr. Crane accompanied by his attorney, walked over to me with a smile and said: 'You got it all right, young man.'

"He insisted on taking me back downtown with him, and invited me down to the Glory room of the Sinton, where we had a few highballs. The article appeared in the next morning's paper just as I had transcribed it, and the remarkable feature of the matter was that the next day the jury rendered a verdict exactly in accordance with Crane's statements and deductions."

"He hasn't forgotten you," said the RECORD man. "He never forgets anyone or anything. He keeps his books in his head."

By this time Mr. Crane came out of the hotel, and the RECORD man asked him, "Mr. Crane, don't you know this man?"

"Why, sure," replied Mr. Crane. "His name is Mr. So-and-So, and he is a newspaper man. He gave me the most perfect whiteup I ever had in my life. Come on downstairs and let's get a highball."

The story is printed simply to illustrate the remarkable memory of a man who has passed the meridian of life, and who is able to mentally carry every detail of a business involving millions of dollars with him wherever he goes. I don't think anyone ever saw "Clint" Crane make a memorandum, but he has the most marvelous memory for every detail of his business affairs, whether it be a transaction involving thousands of acres of timber or the sale of three hundred feet of chestnut culls.

QUICK ACTION

There are hundreds of stories current about Clinton Crane, but one of his notable characteristics is the remarkable promptness with which he does business. One would scarcely think that a man of his ponderous weight had either such mental or physical activity as he has. His weight is not far short of three hundred pounds, but he will tire out a one hundred and fifty pound man of half his years in hustling over his lumber yards, or in the woods for that matter.

A few years ago the flooring of the central bridge of Cincinnati was found to be in bad condition, and an order was issued by the municipal authorities to either refloor the bridge promptly, or close it to traffic. The company said that it would be impossible to get the lumber necessary for the purpose sawed inside of sixty days, and that it was absolutely absurd to think of it. The city engineer, who was in the conference, said: "Just wait a minute." Reaching for the telephone, he called up C 3658. Getting Mr. Crane on the wire he said: "This is the city engineer. It takes six hundred thousand feet dimension to floor the central bridge. How long will it take to get it out and deliver it?"

"West Virginia spruce or hemlock, you say," came over the wire. "When can I deliver it? I can deliver it in a week or ten days. I can commence delivery tomorrow."

As a result of the conference Mr. Crane was in the engineer's office inside of thirty minutes, closed the contract and had every foot of lumber sawed, cut to exact dimension, delivered and spread over the bridge within ten days.

ANOTHER CRANE STORY

As before noted, there are a lot of stories told in the Queen City country about "Clint" Crane. Mr. Crane is absolutely democratic. He talks to anybody and everybody he chooses, at any old time, and doesn't hesitate to express his opinion on any subject at all times. Once in a while he goes up against it, as is related in an ancedote of his encounter with a street boy, whom he found comfortably seated in a street car one day, while two ladies were standing.

Mr. Crane said to the lad, "You should get up, young man, and give one of those young ladies your seat."

The boy was of the peculiar gamin type, and retorted:

"Wot t'ell. Why don't you get up and give 'em both a seat?"

The Wood Substitute Game

THE EASE WITH WHICH THE PUBLIC IS FOOLED

It is marvelous with what ease the unthinking public is bunkoed into beliefs that are at once untenable and silly. The use of certain words in advertising matter has almost a magic effect in influencing public opinion. The moment an advertiser talks about the "hygienic" or "sanitary" qualities of a given product, whether it has any increased sanitary or hygienic merits or not, the announcement is sure to add to its selling qualities. The same is true of the word "fireproof." If a clever advertiser should carry the announcement of fireproof guncotton or fireproof blasting powder, he would probably be able to secure orders on the bare and unproven statement. The announcements which stimulate in so marked a degree a demand for a line of goods involving the word fireproof qualities of steel, are perhaps the most untruthful of any of these fake advertisements.

When you can get the average man to calmly think out the proposition, he immediately realizes that steel is not fireproof; neither is granite fireproof; neither is concrete fireproof; neither is wood fireproof. Iron and steel are about the best possible conductors of heat that can be named, and in comparison wood is a fireproof material of infinitely more merit. The steel in a safe is not what makes it fireproof. The fireproof qualities of a steel safe are involved in the insulating material which is packed within the outer and inner casings. When a glib promoter or salesman of stovepipe steel filing cabinets, office furniture, doors and interior finish talks about the fireproof qualities of this kind of plunder, if you would seriously think it out for yourself for a moment, you would wonder how you were gullible enough to even give the statements consideration.

Steel is non-inflammable; concrete is non-inflammable; cast iron is non-inflammable; granite and sandstone are non-inflammable, but none of these materials is fireproof or even fire-resisting. When the inflammable contents of structures built of any of these materials become ignited, the buildings have little more permanency than a wood building of the most frail construction, and the moment the extinguishing agency of water is put on buildings of this type, they collapse.

On the other hand, wood under certain conditions is ignitable and inflammable, but under proper construction it is very slow burning. The Equitable building in New York was supposed to be a fireproof structure. It was built of stone, steel and tile. Fire occurred in this building recently and it was gutted from basement to roof. The moment the firemen turned the water into it and onto it, the walls cracked and the entire interior went into the basement. The only wood in the building was in the window sash and the flag pole, and these are in existence today, while the iron, steel, tile and marble were wrecked.

The Fisher Body Company of Detroit recently erected a new plant, the floors of which are made of 8x12 timbers, spiked solid, on top of which are two inch top floors. Before the building was occupied a bonfire was built in the middle of one of these floors as a test of the fire-resisting qualities of the structure. This fire was maintained for twelve hours, and resulted in very little damage, even to the spot where it was located. It is alleged that a ten dollar bill repaired the damage. This is what is known as slow-burning construction, and has the approval of the best experts in the fire insurance business, in the belief that this type has more fire-resisting qualities than any of steel, concrete or tile. A so-called fireproof building filled with materials that will burn is not fireproof, but slow-burning wood constructed buildings have fire-resisting qualities that are not to be equalled by any of the wood substitutes. Every insurance man as well as every fireman knows this. Still the public continues to be bamboozled by people interested in the marketing of steel and cement products, in the belief that they are getting something better, more permanent and safer in buildings made of these materials than those made of wood.

STEEL INTERIOR FINISH

The foremost products of steel doors and trim analyze, in an alluring pamphlet, that "the positively fireproof building has come to us with the automobile, the aeroplane, the wireless, and other wonderful improvements of a wonderful age, but as a necessity rather than a luxury." This steel door is made of thin sheets of metal, stamped into form, the rails, stiles and muntins are hollow, and a portion of the hollow space is plugged with pressed-into-form cork scraps, a fire-resisting material of about as much utility as celluloid would be.

The writer of this article, in examining a section of one of these doors at the Cement Show at Chicago, a few days ago, asked the demonstrator why chunks of this material were inserted in a portion of the air spaces.

"Oh," he replied, "that is done to deaden the reverberation of the door when it is closed."

"It isn't intended as a fireproof expedient then, is it?"

"Oh no, it is just put in to kill the reverberation of the metal."

These doors are "doped" with a finish to imitate various woods,

and the makers certainly have succeeded in making a very presentable imitation of a real wooden door, but it is still an imitation. These doors have no more fireproof qualities than the most inflammable white pine door made, and it can not be demonstrated, as the makers allege, that they have the "combined qualities of being absolutely fireproof and the qualities of beauty."

The cost of this sort of an equipment is four or five times as great as the very finest wool cabinet work, and when a man buys this kind of equipment with the idea that he is adding to the fireproof qualities of a building, he is simply being picked up for a sucker, and he is spending his money without getting a fair equivalent.

On the market today is a type of wooden door and interior finish made up of laminated woods, with a sheet of asbestos interposed below the veneers, that has higher fire-resisting qualities than any stovepipe steel door or finish that has ever been presented for public consideration. There is every likelihood that when the public actually wakes up to its being bamboozled by specious stories of the fireproof qualities of steel doors and interior finish, it will occupy an important place in interior finish of high-class buildings. The cost of this fire-resisting quality of wood doors and finish is infinitely less than that of the cheapest type of steel doors and finish.

THE METAL BEDSTEAD CRAZE

The advent of brass and iron bedsteads dates back to scarcely more than two decades. They were discovered about the time the microbe came into general publicity. The advertising man got in his work by talking about the wonderful sanitary qualities of brass and iron bedsteads, and the public went "daffy" over them. Relegated to the second-hand store and to the dump went the splendid solid oak, walnut and mahogany bedsteads of the olden days, and every housewife and hotel became a convert to the lacquered brass bedstead. Time developed the fact that it took more of the housewife's time to keep a brass bedstead in presentable appearance than it did to do the household cooking. The lacquer quickly disappeared, and relacquering was constantly necessary. Again there was the discomport of the chill of the metal bedstead in the one place where individuals sought the highest comfort. Then when this type of bedstead was modified by the insertion of rattan or fabric panels, it was discovered that it was the ideal breeding place of such hordes of unwelcome and striped-backed insects as to promptly put it into disfavor. The result is that the metal bedstead craze is waning to such an extent that the foremost manufacturers of these lines have ceased their production, and are utilizing their plants for other purposes. The consensus of opinion in the furniture trade is that there is a decline in the sale of metal bedsteads of more than fifty per cent during the last three years, and the public is now going back to the wooden bedstead.

THE STEEL CAR CRAZE

The steel bandits who are responsible for the steel cars, and the foisting of steel into use where it was illy adapted, are being thoroughly unmasked. The evidence presented before the Congressional experts' examination of the steel trust, develops that it is a very unscrupulous and greedy outfit which for nearly a decade has literally sucked the life blood of America's leading industries. Investigation shows that the redoubtable J. Pierpont Morgan was slipped the modest tip of $69,300,000 for his services as a promoter of the enterprise, which in spite of this, still manages to pile up a net profit of about forty per cent on its production. This does not include the millions of illegitimate profits filched from investors by a vast number of the promoters who manipulate the stock market. It is on the ukase of the steel trust, which also controls the cement industry, that steel cars were foisted on the railroads and traveling public, but the railroads that are not dominated by the trust, as well as the public are fast awakening to the weakness of the steel passenger equipment, and the wanton extravagance of the steel freight cars. The steel trust apparently has no regard for the lives and health of the traveling public, but is solely interested in "getting the coin."

Right now the railroad people are very sore over the efforts of the steel trust to put the blame for the increased defectiveness of rails upon them, and retort that the trouble with rails and the cause of so much rail breakage is bad mill practice. The steel people contend that they can not make better rails for twenty-eight dollars a ton, and the railroad people retort that the price of twenty-eight dollars is altogether too high, and in contrast with other steel prices is unfairly high. They further allege that the rails rolled at certain of the steel mills, especially at Gary, are very unsatisfactory, and according to foremost writers on economic topics, there are steel people who admit that the rolling practice at some of the mills is too fast to make good rails. In any event rail breakage is becoming a very serious menace to the safety of the traveling public.

This result is brought about partially on account of bad rolling mill practices, and partially on account of the great increase in the weight of equipment that is being put on the rails. In fact, it is believed that the factor of safety is way below what it should be to carry the increased weight of locomotive and increased weight of steel cars that are now being pulled over American rails.

The steel trust is on the defensive, morally, politically and economically, and is about to have to deal with a more formidable kind of competition. Independent operators are being supported by railroad interests and are also making vast inroads into the exclusively controlled export trade that has heretofore been enjoyed by the trust.

STEEL TRUST PUBLICITY

It was reasonable to believe that the awful wreck at Warrior's Ridge on the Pennsylvania, a few weeks ago, would have afforded little opportunity for the trust's publicity bureau to put out any "con" talk about the merits of steel cars, but such is not the case. This distinguished bureau refers to the wreck, "in which a few persons were killed or seriously injured, although it was such a wreck as might have ranked with the worst railroad disasters of history had the coaches been of the ordinary type. What saved the most of the passengers was the steel cars. It is right to commend a corporation which takes such precautions for safety. Our civilization has advanced to a proper horror of the crude commercialism which has sacrificed, and which still sacrifices life and happiness to unthinking greed—oftentimes to thinking greed."

This and several more paragraphs of a similar nature have appeared in duplicate editorials in hundreds of leading newspapers in the country during the last fortnight. This is straight, paid advertising in editorial form. Think of the monumental nerve of the sponsors of steel cars to publish literature of this sort in the face of the fact that the wooden cars of this train safely passed the curve, while the steel cars went into the ditch. It doesn't require any scientific expert or any car building engineer to fully demonstrate the frailties of steel cars. They have proven their weakness time after time, and in no less than twelve instances on one railroad.

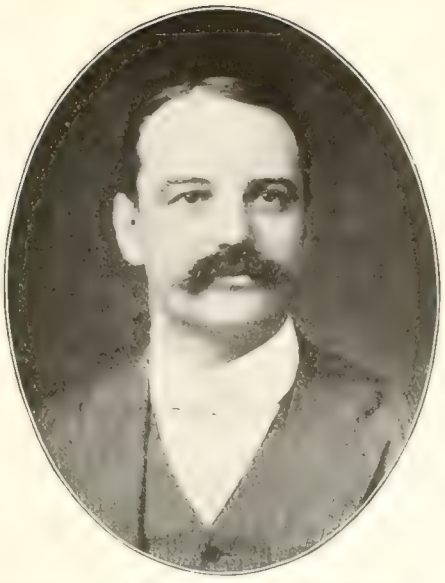
The wrecks of the past six months, of serious character, have all been steel car wrecks. These cars have shown their inability to take curves, switches and cross-overs. They have demonstrated that they were just as collapsible in side-swiping collisions as wooden cars, and even more so, and that they are not proof against telescoping.

Of course there are good reasons, from a financial viewpoint only, why the Pennsylvania Railroad should continue to put up this fight for the continued use of steel cars, as railroad journals allege that it already has in commission 588 steel coaches, 58 steel dining cars, 99 steel passenger and baggage cars, 78 steel baggage cars, 94 steel postal cars, and 710 steel Pulman cars. In addition to this it has orders out, and in process of building, for 251 steel coaches, 31 steel passenger and baggage cars and 149 steel Pullman cars.

The public is fast waking up, and in spite of the immense monetary loss, it is believed the Pennsylvania will be obliged to abandon the use of steel cars.



F. E. PARKER, SAGINAW, MICH., PRESIDENT.



NELSON H. WALCOTT, PROVIDENCE, R. I., FIRST VICE-PRESIDENT.



GORDON C. EDWARDS, OTTAWA, ONT., CAN., SECOND VICE-PRESIDENT.

Annual National Wholesalers

As guests of the Louisville Hardwood Club, the National Wholesale Lumber Dealers' Association held its twentieth annual meeting at the Seelbach hotel, Louisville, on Wednesday and Thursday, March 6 and 7. The total attendance, including the wives of the visitors, was about the usual number of three hundred that attend these functions. There was a material strengthening in the attendance of western and southern members, and a marked falling off from the East, which was to be expected.

President F. R. Babcock presided at all meetings, the first session of which opened in the beautiful assembly hall of the Seelbach hotel, at eleven o'clock, Wednesday morning.

The president introduced J. W. S. Clements as the special representative of Mayor O. W. Head of Louisville, who delivered an address of welcome.

A second welcoming speech was made by D. E. Kline, vice-president of the Louisville Hardwood Club, on behalf of that organization. Mr. Kline's speech was extremely graceful and interesting.

On behalf of the association, Gordon C. Edwards of Ottawa, Ont., Can., made a suitable and effective response.

The president then delivered his annual address, which follows:

Address of President

There are some well established customs that it seems well to follow, particularly those of recording the past and forecasting the future. The history of the year 1911 has already been written. The volume contains many references that we all hope may soon be forgotten; in the main, however, it contains many pleasantries and will long be referred to with pride and satisfaction.

From a purely business standpoint, the year did not measure up to our anticipation, for we had hoped that the crisis of the panic had been reached and brighter days were at hand. As to volume of business, little criticism should be offered. Many other conditions and improvements are overdue and would be much appreciated and enjoyed by all.

From a purely association standpoint, we have little of which to complain. There never has been a time when the facilities of our association were more needed or more used by our members. A careful analysis of the records will show an increased participation and co-operation by all members.

The conservative policies so well founded and established leave little or no opportunities for wide variation or material improvement in the official duties in the administration of the affairs of the association. We are therefore gratified to be able to report a very satisfactory and substantial increase in membership, due largely to the splendid efforts of our membership committee. History has taught us to expect a ten per cent fluctuation in membership from natural sources. It is therefore with much keener regret that we are reminded that nearly all of the withdrawals of last year have been caused by financial reverses and embarrassment, and it is with profound regret that we are in duty bound called upon to express our sympathies for those of our members and friends who were unable to weather the storm that has so persistently prevailed throughout the past four years, without a single ray of sunshine or relief.

These burdens of our industry have been added to during the year by insistence on the part of the uninformed that the lumber trade was operating as a trust and by the action of the department of justice in filing of suits and indictments in several sections of the country.

You will recall that at the time of our meeting last year in convention, the department was investigating this association and after a careful and long continued consideration of our records and methods we were not made defendants in any of these actions, and the opinion prevailed that our work was being done on legitimate lines, in a fair way, and well inside the requirements of the law.

Some of the associations and officers who have been prominent in lumber trade affairs, and some of these among our long time friends, are required to give reasons in the courts why they are organized and as to their operation of rules and regulations.

Much of the principles involved seem necessary to preserve the life of trade organizations, and we hope for them a speedy and favorable settlement of these issues.

Having had no unusual or extraordinary expenditures, the financial condition of the association is very satisfactory, as we have in the treasury a slightly increased balance for the year just ended.

One has only to become closely identified with the machinery of our organization to fully appreciate the effectiveness of our various bureaus. It has brought me to the full realization of the fact that any firm doing a general lumber business cannot afford to forego the benefits that are to be derived by an affiliation with our association. The heads of the various departments are courteous, energetic and the benefits to be derived by the use of their departments are many. The dues and fees are within the reach of all. I can do no better than to voice the sentiment of my predecessor in the regret that our full membership does not make use of our bureau of information, for the high mark of efficiency attained offers concrete and valuable information unobtainable from all other sources. I point to the resources of this department as a splendid basis on which we may well invite the consideration of our friends looking toward a membership in our association. This bureau commands the undivided attention of Manager W. W. Schupner, assisted by the board of managers, under whose direct supervision the bureau comes.

Our collection department has been forced to activity by the unusual demand made upon it, and the results obtained are most gratifying. Through the prestige of the association, benefits are often conferred on the debtor as well as the creditor by the averting of legal action. The details of the work of this department will be brought out in the manager's report.

Our transportation bureau has become a confirmed necessity, and is yearly becoming more efficient. This has been clearly demonstrated to those of our members who avail themselves of its facilities. The services of this bureau are at the disposal of our members free-of-charge, and we recommend your co-operation and the consideration of the advantages offered by the bureau. During the year they have filed several formal and important complaints with the Interstate Commerce Commission, which will no doubt be brought out in detail in the bureau's report and in the report of the



FREDERICK R. BABCOCK, PITTSBURGH, PA., EX-PRESIDENT.



FREDERICK W. COLE, NEW YORK, N. Y., TREASURER



EUGENE F. PERRY, NEW YORK, N. Y., SECRETARY.

railroad and transportation committee, under whose jurisdiction this bureau is operated, and to whom credit is due for a share of the measure of success attained.

COASTWISE INSURANCE

Coastwise insurance is a subject that for many years engaged our careful consideration, and the report of that committee will reveal the fact that they have taken up the work with renewed activity, realizing the advantages obtainable if prosecuted to successful conclusion. I venture to hope that, as a result, some organization may be effected that will reflect credit to our association and benefit the coastwise shippers generally.

ARBITRATION

Arbitration is a subject which has come in for a full share of the consideration of your board of trustees, and while there is varied thought on the subject, it is generally believed that the basis of arbitration employed by our association is as satisfactory as any. It is a general belief that no one will submit their differences to arbitration without feeling that the conditions justify their contentions; hence, the results obtained must of necessity be a source of disappointment to at least fifty per cent of those submitting their differences. When we realize the advantage gained in time and expense saved, and that a verdict rendered by an impartial and intelligent jury of our own members should render more justice than the verdicts rendered by the average jury sitting in our circuit courts, we will without doubt make a freer use of arbitration in the settlement of our differences. The subject of universal peace and international arbitration is now engaging the master minds of so many of the world's leading citizens, and it seems to suggest that we strongly recommend arbitration for the further enhancement of fraternal prosperity.

SINGLE STANDARD FOR UNIVERSAL INSPECTION OF HARDWOOD

Acting under a resolution adopted at our last annual convention, a special committee was appointed, composed of a neutral leader and four others, two members of the National Hardwood Lumber Association, and two of the Hardwood Manufacturers' Association of the United States, with instructions to use its best efforts to advance the cause of a single set of rules for the universal inspection of hardwood lumber. As a result of work started by that committee, it can be stated that the leaders of both associations waged an untiring and determined effort to so harmonize their ideas of inspection that one set of rules might be adopted for the use of all. While the result of such efforts is perhaps not all that might have been desired, I deem it a pleasure and a privilege to state that while a full reconciliation was not reached, it can in no way be construed as a lack of effort of the administration of the various organizations, and I cannot but feel that much good and closer working relations have resulted from such efforts.

FORESTRY

The report of our committee on forestry at the last convention was a most interesting and able report and showed the result of a great amount of study and research in all matters leading toward the future perpetuation of this great subject. As it is now engaging the minds of so many of our most brilliant statesmen, I am sure we may look forward with interest and pleasure to the committee's report this year. It will be remembered that, while in convention at Washington last year, our attention was called to a proposed amendment to the agricultural bill in the Senate. It was clearly shown that this amendment, if passed, would practically destroy the national forestry system and, as a result of our being conversant with the subject, we were able to pass strong and effective resolutions adverse to the passage of such an amendment. These resolutions of ours were promptly conveyed by President Higbie to the President of the United States, and by special committee to the leaders of both houses. Needless to say, the [illegible] work [illegible] committee.

FIRE INSURANCE

The fire insurance committee has held several meetings and is doing a splendid service, the benefits of which will eventually revert to our members through many channels. Our chairman, George H. Holt, is carrying on a campaign of education and is doing a general work full of enthusiasm and energy. The results of his efforts has been a marked improvement in conditions and the benefits are enjoyed by the insured throughout the length and breadth of our nation. Mr. Holt is to be very highly commended for the fearless and very determined manner in which he has prosecuted this work.

MEMBERSHIP

Our special membership committee is to be commended for the splendid efforts they have made and the results obtained. They were very ambitious and set their peg high, and, while the desired goal was not reached, we are very grateful for their achievement.

We began the year with	393 members
Lost by withdrawals from natural sources, failures, retiring from business, etc	35
Secured during the year	55
Showing a net gain of	20

The splendid result was obtained only through the active and aggressive efforts of our membership committee, and special mention should be given to several of our members for the results obtained in this great Middle West, and their efforts have had much to do with our coming to Louisville for our annual convention.

I feel very much gratified at the results obtained and I am under great obligations to all those who have assisted in this work.

CAR STAKE ALLOWANCE

The special congressional car stake committee has had little opportunity for achievement. They have at all times stood ready for activity, but in the judgment of your board of trustees the time and conditions would not warrant any formal action. They have very properly called the attention of our members to the fact that a very great many of them were not availing themselves of our traffic department, and consequently losing the benefit that should be derived through the loss of free freight on 500 pounds per car on all flat or gondola cars. This is a matter that should be watched, as many times the cost of membership in this association may be derived annually from this source alone.

Several other committees, not especially referred to, will have interesting and instructive reports, and I would commend them to your attention and careful consideration. We welcome the delegates and representatives of our sister associations and offer them the freedom of our meeting. We hope that you, one and all, will feel free to use the floor of our convention for the fostering of any subject that is of general interest to the lumber industry.

It is very gratifying to me to be able to report that our relations with all associations are all that could be desired, having had no incident during the year to strain our very pleasant relations.

Our executive committee meetings, as well as those of the board of trustees, have been almost unanimously attended, and I desire to thank the members of these boards, as well as the chairmen and members of all committees, the officers of the association and their assistants, for their loyal support and their willingness to assist the administration throughout the entire year.

We have met in Louisville through the courteous and forcible invitation and hospitality extended by the members of the Louisville Hardwood Club and citizens, and from a desire on our part to bring the unexcelled facilities

of our association to the attention of so many splendid concerns in this great and prosperous section, believing that our interests can best be conserved by an intimate knowledge of the workings of our organization.

It has been suggested that the time is not far distant when it will be necessary for us to hold one convention on the Pacific coast in order that the great lumber interests in that immense territory may be made familiar with the many benefits to be derived by an affiliation with us. Such a course would place our facilities at the disposal of those who will naturally seek to invade the great eastern market, which is bound to be the result of the completion and use of the Panama canal. I desire to throw out this suggestion that it may be given due thought and consideration.

Our thanks are due to our members and friends who have helped to make this meeting possible, and it is to be desired that we may leave many new friends behind and welcome many of them as members at our next annual meeting.

In conclusion may I suggest that controversy is generally the child of misconception. The desire for quick, easy wealth is the source of half our troubles. The truth is that wealth is the cheapest of all possessions. It has destroyed more careers than it ever made. The man who starts with it is more apt to land in the ditch than one who never had it. Financial ease to youth is a drawback; few labor unless they have to. Competence should come with age and as the result of effort. The world, they say, owes every man a living. I believe that; but he is bound to get out and collect it. Nature is generous but slow; she never repudiates a debt and always pays in the currency agreed upon. For energy, she pays in wealth and comfort; for integrity, in respect and honor; for ability, in fame; for folly, in distress; for loyalty, she returns the same supreme quality multiplied a hundred fold, which then becomes affection; therefore, let us spread this bond of affection and all profit by this gathering as never before.

Following, Secretary Perry made his annual report covering the history of the organization and its achievements, making a special recital of its present standing and accomplishments.

On motion of A. L. Stone, it was decided that all resolutions presented at the meeting be referred to the committee on resolutions, and be subject to its approval before being presented to the association for final action.

Frederick W. Cole then presented the report of the treasurer and of the audit and finance committee, which indicated that the total avails of the organization during the past year had been $36,494.27 with disbursements of $34,597.79, leaving a working balance on February 27 of $1,896.46.

Alexander Willson, chairman of the board of managers of the bureau of information, then read his report, which gave detailed information concerning the splendid financial report system carried on by the organization.

Department Manager W. W. Schupner, superintendent of the bureau of information, then delivered a circumstantial and detailed report giving the details of the tremendous amount of work handled through his department, indicating the fact that the association now had reports covering the financial history and standing of more than thirty thousand lumber buyers.

The report of Chairman R. W. Schofield of the committee on trade relations, in his absence, was read by Secretary Perry. The report recited that amicable relations existed between the National Wholesale Lumber Dealers' Association and all sister organizations.

The president then appointed a committee on nominations for trustees, and a committee on resolutions, after which the morning session was adjourned.

WEDNESDAY AFTERNOON SESSION

George W. Holt, chairman of the committee on fire insurance, delivered a fine report on the subject to which he has devoted so much of his life, and with which he is so familiar. It is regretted that this splendid paper can not be presented in full, but following are important excerpts:

It is the larger view which must be grasped and emphasized by lumbermen if they are to protect themselves against the great peril which now threatens the lumber industry, as a result of the widespread and misleading agitation against the use of lumber in the construction or finish or furnishing of buildings.

The lumberman faces a more serious problem than most lumbermen realize. It is a case of creeping paralysis—insidious, slow, but deadly. The hazy emotionalism which under a hundred heads calls itself conservation, the hysterical unreason which controls the press and the public in the presence of fire calamities, the self-interest of the men and classes of men who make money out of fire insurance and who seek to divert the attention of the public from wasteful costs of administration by a hue and cry over "fire waste," the propaganda which is being carried on by the producers and dealers in materials which compete with and supplant lumber, the activity of the commercial and trade press which is building up circulation and advertising for the profit that there is in it to them regardless of the community interests—all these and many other influences are operating with increasing momentum to restrict the use of wood and wood products.

Wood is a name which has come to mean fire with the crowd. Established insurance journals are publishing special supplements or magazines which under the banner of "Fire Prevention" or "Fire Protection" are playing upon the prejudices and fears and the unreasoning impulse of the crowd. Chief Croker, Secretary Wentworth and every "Tom, Dick and Harry" can get the public attention by attacking and condemning the use of every form of wood, from matches to furniture. Magazines are being started all over the country for the purpose of exploiting this sentiment under titles of conservation of life and property, insurance, engineering, fire-proofing, and advertising the use of cement and reinforced concrete construction, of metal trim and furniture, frames and sash, and so on through the list.

This specter of fire waste which is being exploited is constructed in imagination of every kind of wood.

Legitimate competition and development or evolution in economic advancement is a fair field for competition. We can not and do not object when competing materials urge their claims to recognition. We can meet them on the score of availability, economy, efficiency and general usefulness. When somebody cries "fire," nobody will listen to our claims. It is, therefore, the cry of "fire" that we must reckon with. We have been chiefly concerned, as lumbermen, with the cost of protecting our own properties and with the cost of insuring them against loss by fire. We have failed to understand that the fire insurance man and company are responsible for the greater part of the fire waste. We have thoughtlessly supposed that the fire insurance man was as anxious to prevent fire as we are, when we ought to have recognized that it is his business to make a profit out of fire, and if there were no fires he would have no business. We were astonished when we heard Mr. Milligan, vice-president of the Phoenix of Hartford, say, "The business of fire insurance is conducted with greater satisfaction when fires are burning briskly."

We have failed to grasp the idea that as long as the fire insurance companies control the making of the rates, and the rules under which the rates are applied or violated, the fire insurance man has the same interest in fires that the coal dealer has. He wants a great number of fires, but none of them outside of the stove, or the furnace, or the fireplace, which corresponds to the risk that he based his figures upon.

The fear of the underwriter is that the fire will break out of the fireplace and burn a great deal more of the adjoining property than he calculated upon when he made the rate. The problem of loss of life, of interruption of business and employment or of the peril of the community has received almost no consideration in the making up of his rules and rates. He has concerned himself chiefly and almost exclusively with the problem of selling indemnity at a profit.

This fact was brought out with great clearness by the New York Factories Investigating Committee last October, in its examination of underwriters and others growing out of the Triangle shirtwaist factory disaster.

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No single business or organization, other than insurance organizations, has as much at stake in this problem as lumbermen. The community as a whole, and any separate community, whether it recognizes the fact or not, is vitally concerned with the proper solution of these problems. Banish all lumber and all other combustible material and you certainly banish fire waste. That is one way, but is it the same way?

This nation is richer than any other in its lumber resources, matured and ready for market and made available by the industry, capital and intelligence of lumbermen. There is no industry which equals it in magnitude and in its widespread distribution throughout the states. Agriculture assembles larger figures under one heading, but they cover diversified crops and secondary products, such as live stock, eggs, etc.

Lumber is an enormous traffic producer, probably outranking any single item of transportation. It is the familiar and most available material of the largest class of workmen and artisans and owners of homes and other structures. Not only the producer and builder but the hardware man, the tool manufacturer, the painter, the cabinet worker and the merchant of every form of products of wood are vitally interested in the correct solution of this problem. Building codes and restrictions may be so excessive as greatly to hamper or prevent the development of industry and commerce in a given community, and the nation is made up in that sense of communities.

Lumbermen need not expect the merchants and exploiters of competing materials to foster the lumber industry. They need not expect the community to take the initiative. The community is not that kind of a person or that kind of a machine. It is not a coördinated intelligence, but flocks and herds and clans of people with conflicting interests, too much engaged in making a living to give more than casual and sporadic attention to community problems.

Lumbermen (which is a word that includes "from the stump to the consumer") have the strongest motive of self-interest, as well as the motive of public interest, to command their attention to this subject.

On invitation, A. T. Gerrans, chairman of the advertising committee of the National Lumber Manufacturers' Association, presented a forceful and interesting address showing the inroads of wood substitutes quite similar in general character, but new in

detail, to a speech delivered by him at the annual meeting of the Hardwood Manufacturers' Association, a few weeks ago, at Cincinnati, which was published in full by HARDWOOD RECORD. Mr Gerrans asked the co-operation of the association in the advertising campaign contemplated by the National Lumber Manufacturers' Association.

Charles W. Burroughs of Cleveland was then introduced. He made an address involving a plea for one cent letter postage. Unfortunately Mr. Burroughs' figures in few instances were demonstratable facts but his analyses and arguments were weak. Just why this subject was introduced to the convention was unknown to the average member. The association took no action on the plea for contributions for carrying on a campaign in behalf of one cent letter postage.

F. S. Underhill, chairman of the committee on terms of sale and trade ethics, presented an elaborate report involving many suggestions that would simplify and clarify lumber purchases and sale. Excerpts from this address will be presented in next issue of HARDWOOD RECORD.

The report of Hugh McLean, chairman of the committee on hardwood inspection, was not presented, owing to Mr. McLean's absence, but it forms a part of the records. It stated simply that an attempt was being made to harmonize the varying rules of the two big hardwood associations on one set of rules, and while little had been accomplished up to date, the committee had hopes of an early fulfillment of this very much desired end.

An opportunity being given for expressions from members for their choice for president for the ensuing year, F. E. Parker of the Mershon, Eddy, Parker Co., Saginaw, Mich., first vice-president of the association, was presented as such choice, and was unanimously endorsed to the board of trustees as the association's candidate. Mr. Parker was conducted to the platform, and expressed his appreciation of the distinction the association had given him.

THURSDAY MORNING SESSION

Owing to the fact that the banquet of the association was held on Wednesday evening, and the majority of members were kept up very late, the Thursday morning session did not convene until nearly twelve o'clock.

Louis Germain of Pittsburgh presented a communication from the Pittsburgh Wholesale Lumber Dealers' Association, asking for the passage of a resolution to be presented to the Interstate Commerce Commission, asking for weights and check-weights on lumber shipments, and in the event of a discrepancy in the two weights, a third weighing of cars. This matter was referred to the committee on resolutions.

W. C. Sykes, on behalf of his father, W. L. Sykes, who was detained on account of illness, read the report of the committee on forestry, which was largely confined to local application to New York state timber areas, and as it has so comparatively little general interest, is not presented in connection with this report. The paper was a very able one from the local viewpoint taken by the committee.

George F. Craig presented resolutions asking the association to approve of the bill now before Congress for the appropriation of $80,000 for an investigation and cure of the chestnut tree blight. This matter was referred to the committee on resolutions.

B. S. Ridsdale, executive secretary of the American Forestry Association, made an address reciting the work of this great forestry organization, and made a plea for additional membership and subscriptions to the association's magazine.

Lewis Dill, chairman of the committee on single standard of universal hardwood inspection, made a brief verbal report, in which he said the committee had done all it logically could to urge the two national hardwood associations into the establishment of a single standard of inspection, and while apparently little had been accomplished, he believed there was a feeling of mutual respect and interest engendered that would eventually result in the desired accomplishment.

F. A. Diggins, president of the National Hardwood Lumber Association, was then introduced and made one of his usual charming addresses, but touched but very little on hardwood inspection affairs on the plea that he did not deem opening up a discussion of this subject to be a matter of policy at that time.

W. E. DeLaney, president of the Hardwood Manufacturers' Association of the United States, was next introduced and addressed the association, reiterating the statement hitherto expressed by his association as well as by Mr. Diggins, that the majority of people engaged in the manufacture, merchandising and consumption of hardwood lumber were anxious to secure a single standard of inspection, and said little further on the subject save that he wished to correct a prevalent opinion that the inspection regulations of his association specified that lumber was inspected wholly from the good face of the board, intimating that both sides of every piece were fully taken into consideration.

Both the addresses of Mr. Diggins and Mr. DeLaney were made without acrimony and in a spirit of fairness, and indicated a sentiment that looked like a manifest spirit of friendliness between the two organizations, which led the audience to the belief that eventually a single standard of hardwood inspection would be brought about through these channels.

Hon. John M. Woods, chairman of the committee on legislation, then delivered an exhaustive report covering all pending legislation in which the lumber trade is particularly interested. Excerpts will be made from this document in next issue of HARDWOOD RECORD.

B. Franklin Betts, chairman of the committee on railroad and transportation, made a report on behalf of the committee, which was exhaustive in its details of the work that had been handled through that department of the association during the last year.

Traffic Manager W. S. Phippen then presented a report covering the work of his department of the association during the year, which showed an immense amount of labor being done by it, and that much substantial aid had been rendered the lumber trade through its efforts.

George F. Craig, chairman of the car stake committee, made a report involving some valuable suggestions for lumbermen to get the advantage of the five hundred pound allowance for stakes and strips when loading lumber on flat or gondola cars.

Frederick S. Underhill presented a resolution deprecating the passage of the current legislation making it obligatory on the part of railroads to employ all-steel equipment, and to make up trains with wooden cars between steel cars. This matter was referred to the committee on resolutions.

Adjournment was then taken.

THURSDAY AFTERNOON SESSION

The Thursday afternoon session was opened at 3:00 with the presentation of the report of Edward Eiler, chairman of the committee on arbitration, in which it was recited that the experience the association had with handling disputes by this means was eminently satisfactory.

Owing to the absence of J. H. Burton, chairman of the coastwise insurance committee, the report of that committee was passed, but will form a part of the printed proceedings of the meeting.

Major E. B. Stahlman, editor of the Nashville Banner, was introduced and made a plea that the next meeting be held at Nashville. Major Stahlman represented not only the Nashville Lumbermen's Club, but every commercial organization of the city, the governor of the state, and the mayor of Nashville. He made a very pleasing impression on the members, but according to the custom of the custom of the association, the matter of the selection of the next place of meeting was left to the board of trustees.

F. E. Parker, chairman of the committee on resolutions presented that committee's report on the following series of suggestive resolutions which were adopted:

Legislation

FIRST—That the association heartily indorse the National Tariff Commission Association's recommendations to create a permanent nonpartisan tariff commission.

SECOND—That this association does not look with favor upon legislation looking to making uniform the hours of labor throughout the United States.

THIRD, That the committee on legislation of this association shall have the authority, subject to the approval of the board of trustees, to favor or oppose, as the case may be, legislation affecting the lumber interests, including the bill to provide an exclusive remedy and compensation for accidental injuries resulting in disability or death to employes of common carriers by railroads engaged in interstate or foreign commerce or in the District of Columbia and for other purposes.

Car Stake Allowance

WHEREAS, The Interstate Commerce Commission having, several years ago, entered an order that railroads engaged in interstate traffic, shall, in the collection of freight charges on lumber shipments, make an allowance of 500 pounds per car for the weight of car stakes and crossers supplied on flat or open cars; and

WHEREAS, Many complaints having reached our railroad and transportation committee from our members, that they are rarely able to ascertain either from the original bills of lading or from the freight bills for such shipments, whether or not such allowance has been made, and many claims having been filed with our transportation bureau for the collection of overcharges in weight based on the neglect of the railroads to make this 500 pounds allowance on such shipments; be it

RESOLVED: That this association in annual convention assembled, does through its proper officials petition the Interstate Commerce Commission to issue an order that such railroads shall hereafter show on all freight bills for lumber in carloads, the gross, tare and net weights of each car load shipment, from which shall be subtracted the allowance, if any, for car stakes and equipment

Code of Ethics

RESOLVED, That we indorse the code of ethics as revised by the American Lumber Trades Congress in May, 1911

The committee also recited the resolution presented in the House of Representatives on January 4, 1912, by Congressman Jackson.

Investigation of Fire Insurance Affairs

RESOLVED, That the secretary of Commerce and Labor be directed, acting through the Bureau of Corporations, to make a complete investigation of the business of foreign and domestic fire insurance corporations in the United States, and to gather, compile, publish, and supply full, complete and useful information concerning the abnormal losses of life and property by fire in the United States, the proportion such losses of property, insured or uninsured, bear to the whole amount of property insured in the United States, the rates charged for fire insurance and the means and classifications employed in fixing the same, the reasonableness thereof, and their effect, if any, in causing or preventing such losses, and all other facts and information necessary to indicate means of preventing such losses of life and property and restricting fire waste in the United States.

RESOLVED, That the National Wholesale Lumber Dealers' Association heartily approve Congressman Jackson's House Resolution No. 357 and urge its adoption by Congress

The following resolution was adopted on the subject of terms of sale, but was referred for handling to the board of trustees:

Terms of Sale

RESOLVED, That we approve the recommendations made by the terms of sale committee and adopt the forms submitted by it to be known hereafter as the terms, conditions and forms approved by the National Wholesale Lumber Dealers' Association.

The following resolutions were also presented by the committee and had the indorsement of the meeting:

Indorsement of American Forestry Association

RESOLVED, That the National Wholesale Lumber Dealers' Association heartily indorse the efforts of the American Forestry Association to secure better state and national fire protection of the forests; also the effort to protect the headwaters of streams and to secure a satisfactory system of time and land taxation and to advocate the use of woods and wood products; and be it further

RESOLVED, That the members of this association lend their support to the American Forestry Association and encourage subscriptions to its magazine, "American Forestry," which is its medium of publicity and education; and be it further

RESOLVED, That this association indorse the bill now before the Congress of the United States, appropriating the sum of $80,000 for the scientific investigations and eradication of the disease commonly known as the chestnut tree blight; and be it further

RESOLVED, That any legislation, which seeks to regulate the cutting of trees by prohibiting the cutting of all trees below certain specified diameters, would be deemed to be adverse to the best interests of the lumberman unless such legislation recognizes the time-honored rights of [illegible] compensation be made by the state to the owners of the trees which fall within the provisions of the proposed [illegible]

Indorsement of Advertising Campaign

RESOLVED, That we indorse the advertising campaign in favor of lumber [illegible] construction and finish, undertaken by the [illegible] Association

Resolution of Esteem to Edward Hines

WHEREAS, Edward Hines of the Edward Hines Lumber Company, Chicago, an active lumberman and for many years a member of this association, has become involved in matters of national import; and

WHEREAS, Mr. Hines has for all of these years conducted his business affairs and his relations with this association in such a manner and with such a degree of integrity as to warrant the continuation of our highest esteem; therefore, be it

RESOLVED, That we ask the suspension of any adverse opinion on the part of his associated lumbermen in regard to these charges until the evidence as now fully placed before the proper authorities shall have been considered and acted upon.

Resolution Expressing Thanks to Hosts

This association desires to express its appreciation and thanks to the Louisville Hardwood Club, its president, T. M. Brown, and his associates for their cordial invitation and splendid hospitality. We have enjoyed our stay with them and feel that the interests of our association have been materially advanced by the selection of this section and city for the annual meeting.

Resolution Expressing Thanks to Officers of Seelbach Hotel

RESOLVED, That the members tender to President Babcock and his associate executive officers appreciation of the faithful services and efficient handling of the association interests during the present year.

RESOLVED, That we desire to express to the Seelbach Hotel Company our appreciation of its very generous treatment during this meeting, which has added materially to the success and pleasure of our convention

At the conclusion of the report of the committee Mr. Hines briefly expressed his heartfelt thanks for the expression of confidence reposed in by the organization with which he had been so long identified.

The report of the committee on nominations for the election of directors for a period of five years was then presented as follows:

F. E. Parker, Saginaw, Mich.
F. W. Cole, New York.
Gordon C. Edwards, Ottawa, Ont., Can.
T. M. Brown, Louisville, Ky.
M. M. Wall, Buffalo, N. Y.
C. I. Millard, Norfolk, Va.
C. A. Goodman, Marinette, Wis.

R. W. Higbie made a motion that the by-laws of the organization be amended to give authority to the board of trustees to call the annual meeting of the association in April in place of March. By a two-thirds vote this motion prevailed.

The meeting then adjourned.

MEETING OF BOARD OF TRUSTEES

Immediately following adjournment a meeting of the board of trustees was held at which F. E. Parker of Saginaw, Mich., was elected president; Nelson Walcott, Providence, R. I., first vice-president; Gordon C. Edwards, Ottawa, Ont., Can., second vice-president; F. W. Cole, New York City, treasurer, and Eugene F. Perry, New York City, secretary.

THE BANQUET

On Wednesday evening a very elaborate banquet was served in the main dining room of the Seelbach hotel, at which, for the first time in the history of the association, the lady guests sat at the table with the members of the organization. While this function deserves more than the paragraph possible to employ in this issue of RECORD, in brief it can be stated that it was one of the finest banquets ever served to the association.

After the coffee President Babcock was really the chief speaker of the occasion, and delivered an address, which will be reproduced in an early number of HARDWOOD RECORD, that should make more for commercial integrity and close communion in friendship in the lumber industry than any public utterance of any previous speaker on this important subject. Several other distinguished orators entertained the diners, but Mr. Babcock's address was certainly the effort of the evening.

THE SMOKER AND VAUDEVILLE

On Thursday evening the Louisville Hardwood Club spread itself in its round of entertainment for the visitors by inviting all to a smoker and vaudeville entertainment in the big auditorium of the Seelbach hotel. The lunch and liquor refreshments were of the usual high-class Louisville order, but the club fairly outdid itself in its unique entertainment with colored actors. Every one present was certainly thoroughly amused and edified.

The Mail Bag

B 200—As Secretary Doster Sees the Situation

Cincinnati, O., Feb. 28. Editor HARDWOOD RECORD: Agreeable to your request for information, I submit to you the following as my observations on the hardwood situation as I find it from several weeks' traveling in producing sections of the South. There is a much lighter stock of low-grade lumber in the hands of producers than is the general supposition. The slight increase in orders for low-grade stock given in December and January has taken the most of the low grade out of first hands.

The less the cost price at which low-grade stock has been selling for years makes no incentive for manufacturers to produce any more of this class of material than can be avoided (in fact, they produce as little as they can). The larger percentage of logs running heavy to No. 2 and poorer are left in the woods. Again, a good many southern mills are now engaged in cutting dimension, and clean up this class of material themselves, thus shipping nothing but clear stock, and avoiding the freight charge on worthless material.

It is my belief that low-grade stock will surely command a much higher price in the near future, based on the simple equation of supply and demand.

High-grade stocks have been moving somewhat slowly for months, but right now many good orders are being placed. There is every indication that there is going to be little opportunity for the manufacturer to make any accumulation of dry stock in either high- or low-grade material for months to come. Consuming manufacturers evidently are just awakening to the possibilities of using low-grade lumber in the manufacture of furniture, boxes, specialties, interior finish and planing mill products to their manifest advantage in the way of cost, but as a matter of fact there is very little of this class of stock to be had at the present time.

It must be borne in mind that the majority of factory operators are running, and have accepted future contracts requiring large quantities of lumber, and their stocks are lower than they have ever been.

To my mind hardwood conditions are such that the strongest arguments are presented for an increased range of values. There certainly is no accumulation of any kind of hardwood material in the hands of producers.

Adverse conditions are confronting every manufacturer in producing sections. All winter long the river mills have been forced to shut down; logging in the mountains has been suspended, both with river and mountain mills, on account of the extreme cold weather and snow. Simultaneously in the Mississippi valley section, where the country has been under water, practically every sawmill operation has been suspended. Since the ice has disappeared in the rivers, the water has become extremely high, and right now at Cincinnati the gauge is forty-five feet, which is within eight feet of the danger mark, and the river is still rising.

The Hardwood Manufacturers' Association has not yet employed an assistant secretary, but expects to make a selection of one very shortly to assist in carrying on the department of the bureau of grades and commercial reports, and several new departments and divisions that have been mapped out for the coming year, which will give added information of value to the members of the association.

LEWIS DOSTER, Secretary.

B 203—The Mahogany Situation

New Orleans, Feb. 24. Editor HARDWOOD RECORD: Answering yours of the 19th, we have to advise that your information as to the change in the mahogany situation is correct, and we have been forced to advance our prices $10 per thousand in the last ninety days.

The total quantity of mahogany imported into Europe for 1911 was 222,144 tons, against 180,032 tons for 1910 and 143,871 tons for 1909. This refers to logs only. In addition, we have exported a larger amount of lumber than ever before, amounting to 10,000 tons, which is not included in the above.

The continued advance in the price of mahogany logs in Europe to higher figures than have prevailed in many years, would indicate that the demand for mahogany in Europe was greater than heretofore. We have no positive data on the imports of mahogany into this country, but the amount of mahogany lumber manufactured last year was probably greater than for 1910, 1909 and 1908.

From the expression of opinion which we have had from almost every furniture dealer in the United States, architects, manufacturers of furniture, interior finish, and other woodworking establishments, there is no doubt that more mahogany lumber is being used than ever before. Mahogany for interior finish, furniture, car building, boat building, and other work, is more popular than ever before. A great many concerns that formerly made a line of oak and mahogany, now devote themselves exclusively to mahogany, or at least most of their designs are in mahogany. We do not believe that the sale of mahogany veneer is as great as it was, in spite of the general popularity of this wood and the increased consumption. This seems to be due to a general prejudice buyers have against the use of veneer, and the advertising of solid mahogany by several of the large manufacturers of furniture.

The increased use of solid wood in place of veneer is also partly due to the much lower cost of mahogany lumber at the present time, compared to former years. Firsts and seconds Honduras and Mexican mahogany have been selling in Grand Rapids, Mich., at $25 per thousand less than they sold for fifteen years ago, although the cost of the logs at the present time is thirty to forty per cent more than it was then.

In spite of the recent advance in the price of mahogany lumber, the present selling price is far below the prices prevailing four years ago. This is explained by the use of larger steamers, operating larger mills, and more intelligent and economical manufacture and handling. A great deal of low-grade wormy that formerly had no value, can now be sold for almost the price of No. 1 common, which is another important factor.

We do not anticipate any marked change in the price of lumber in the next few months, and feel satisfied that the logs now in sight will be sufficient to supply the demand until the floods of June and July, in Mexico and Honduras. However, should the usual rise fail to take place, there would certainly be a shortage, as there is no surplus lumber in the hands of the manufacturers, dealers, or consumers.

OTIS MANUFACTURING COMPANY.

B 204—Lumber Trade Conditions Abroad

NEW ORLEANS, LA., Feb. 29, 1912. Editor HARDWOOD RECORD: I am indebted to you for your postal card calling my attention to an editorial in the issue of Feb. 10 of your valuable paper under the above mentioned heading.

I had been in hopes of ascertaining a little more about the subject and real purpose of the investigation which is to be conducted in Europe by Mr. Secker so as to write you on the subject a little more intelligently, if possible. Unfortunately the opportunity that I had hoped would present itself to do this, has not materialized.

It almost goes without saying, that I have read the article in question with a great deal of interest, and that I am heartily in accord with everything you say on the subject.

It is hard to conceive how a modern government can spend the nation's money for a purpose which is so obviously superfluous, and in fact may prove dangerous to a certain class of its citizens, i. e., the exporters of lumber and other forest products.

The arrangements made, apparently without consultation of those most vitally interested in the matter, cannot be too strongly denounced, and I think that exporters' associations should take a firm stand, and should try to discourage further procedures along the lines started with every means that may be at their disposal.

With this object in view, I am today writing to the president and secretary of the National Lumber Exporters' Association, and if you could possibly suggest any further steps that could be taken, I would certainly appreciate it.

Again thanking you for the interest you have taken in this matter, I am, Yours very truly,

HUGO FORCHHEIMER,
Ludwig Haymann, Mgr.

B 201—Wants Addresses of Manufacturers of Wood Novelties

New Albany, Ind., Feb. 23. Editor HARDWOOD RECORD: Shall be pleased to have you mail us addresses of wooden novelty manufacturers.

COMPANY.

The writer of the above letter has been supplied with the names of a few concerns producing wood novelties, and any others interested can have the address by referring to B 201, and writing this office. The writer probably wishes to interest producers of this line in a source of supply for dimension material.—EDITOR.

B 202—Wants Locust Posts

Hastings-on Hudson, N. Y., Feb. 24. Editor HARDWOOD RECORD: Can you tell us where we can obtain 4x4 locust posts?

We are unable to advise this correspondent where he can obtain sawed locust posts and anyone interested in developing a trade for these squares can have the address by referring to B 202, and writing this paper.

EDITOR.

News Miscellany

Meeting Lumbermen's Association of Chicago

The Lumbermen's Association of Chicago held a general meeting at the Great Northern hotel, on Wednesday, February 28. After an elaborate luncheon, F. T. Boles, retiring president, turned the gavel to President Frederick L. Brown, and stated that he delegated his position to a man who, he had the confidence, would do a splendid work for the Chicago lumber trade and for the organization. He complimented Mr. Brown and the officers allied with him for their ability to do much good for the industry.

In accepting the gavel, which it is said has been in service for forty-four years, Mr. Brown said that it afforded him great pleasure to become the head of such an organization, and promised to give the best there is in him for its benefits. He paid Mr. Boles and his administration a high tribute for the good work they had accomplished during the past year. In conclusion Mr. Brown said that it is his ambition to see the time when the lumber manufacturer would consider Chicago the safest market in the co[illegible] lumber.

On inv[illegible] briefly a[illegible] lowed by [illegible] Pope.

On i[illegible] Illinois Manufacturers' Association, addressed the meeting [illegible] Liability [illegible] May 1 [illegible] alarmin[illegible] many [illegible] and of [illegible] burden [illegible] the [illegible] thirtee[illegible] some of [illegible]

all the laws he considered the Illinois Workingman's Compensation Act the most drastic. He stated that it eliminated the three defenses: assumed risk, the fellow-servant act, and the fellow employe's contributory negligence. He stated that there was nothing compulsory about the employer coming in under the act. He could either come in or stay out, but if he did nothing in the premises he would come in automatically. To stay outside the act it was necessary for the employer to file a notice with the Bureau of Labor Statistics before May 1, in which case the three mentioned defenses would still be taken away from him. He recited many other details concerning the pernicious features of the act.

Frank F. Fish, secretary of the National Hardwood Lumber Association, acting in behalf of President Brown of the Louisville Lumberman's Club, who was unable to be present, invited every member of the Chicago association to attend the National Wholesale Lumber Dealers' Association convention at Louisville, on March 6 and 7.

The next speaker was F. A. Diggins of Cadillac, Mich., president of the National Hardwood Lumber Association, who visited Chicago expressly for the purpose of addressing the organization. Mr. Diggins said he expected a splendid meeting at the annual convention of the association of which he is the head, to be held at Chicago in June, and felt that the city would uphold its previous reputation as a host. He recited the achievements of the association, especially on inspection matters.

Other remarks were added by O. O. Agler, chairman of the entertainment committee, and John M. Glenn, secretary of the Illinois Manufacturers' Association, after which the meeting adjourned.

Broadening of Penrod Veneer Interests

One of the strongest factors in the walnut and veneer game and one of Kansas City's important industrial plants is that of the Penrod Walnut & Veneer Company, which has been maintained in Kansas City for the last fifteen years. During that period the plant has turned out over 75,000,000 feet of walnut lumber. It is estimated that the annual walnut veneer production of the Kansas City plant of this concern at present is from nine to ten million feet. In addition to this it does a business in export walnut logs and walnut lumber, annually of about 2,500,000 feet.

About two years ago it was decided to install a 150-foot Philadelphia textile dryer, for oak veneer, and since that time the plant has turned out from ten to twelve million feet of oak veneer per annum. It is equipped with a 7-foot band mill, a 100-inch and 76-inch Capital veneer lathe, and a full line of accessory machinery.

The excessive freight rates contingent upon the shipment of oak logs from Arkansas to the Kansas City plant of the company, together with a large increase in the oak veneer trade, caused the Penrod Walnut & Veneer Company to lay plans for the location of a plant further south. Helena, Ark., was finally chosen as the most appropriate location, on account of its railroad facilities and the excellent supply of hardwood stumpage easily accessible. Thirteen acres of ground were purchased in Helena and the erection of the plant was started Nov. 1, 1911. Work has been rushed on the construction and the plant will be completed and ready for operation Mar. 15.



HELENA, ARK., PLANT OF THE PENROD WALNUT & VENEER COMPANY

The equipment of the new Helena plant consists of a 106-inch and one 100-inch Capital veneer lathe, each equipped with traveling table; Capital choppers; Capital veneer hog for cutting up scrap veneer; 150 foot Philadelphia textile dryer; 300 horse power Corliss engine with a 150 K. W. generator and two 150 horse power high pressure boilers. A feature of the plant will be direct drive throughout with individual motors on each machine. For the night load, a 60 horse power engine and 50 K. W. generator direct connected will be used.

Other accessories to the plant are three steaming vats, each 18 feet wide, 24 feet long and 12 feet deep. There is also an electric derrick of 7½ tons capacity, with a 70-foot boom which will reach both switching tracks, the vats and the dry-kiln. The company has its own siding on the Iron Mountain and the Missouri & North Arkansas railroads, thus assuring splendid transportation facilities and promptness of delivery.

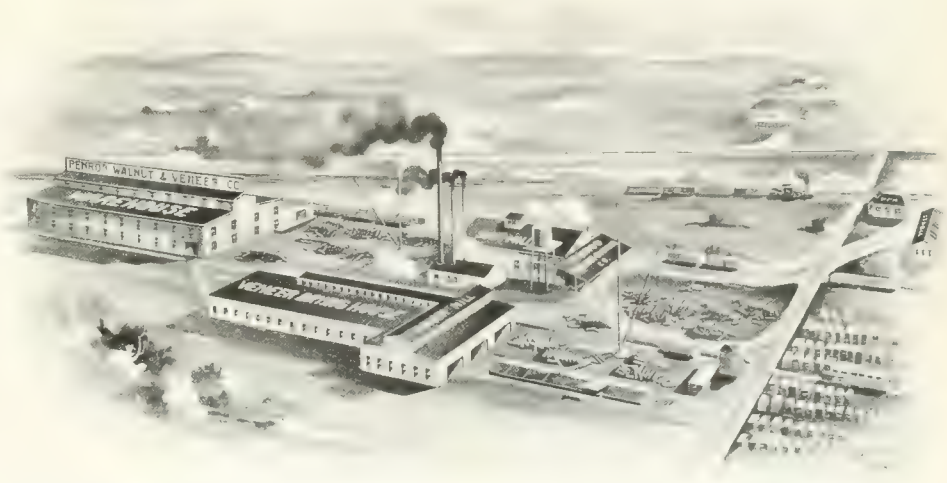
The new Helena factory is 80 feet wide by 290 feet long, and the power house is 25 by 110 feet. The floors are concrete and the roof and side walls of galvanized iron.

It is estimated that the capacity of the new plant will be about 25,000,000 feet of veneers a year, all of which will be manufactured of southern hardwoods, including ash, elm, cottonwood, gum, oak and yellow pine. The company's supply of oak stumpage is large and of fine quality, the white oak being mostly forked-leaf and cow oak and red oak, the so-called yellow-butt, and genuine red oak. It is the intention of the Penrod Walnut & Veneer Company to specialize in rotary cut oak as in the past. Several years of close attention to this branch of the business have resulted in a knowledge of the correct method of production which will enable the company to produce a line of stock guaranteed to be satisfactory.

The Helena plant will be under the direct management of Alexander Lendrum, for many years manager of the Kansas City plant, and Guy E. Jurden, formerly of St. Louis, who will be Mr. Lendrum's assistant at Helena. The Kansas City plant will in the future be devoted entirely to the production of walnut veneers and lumber, and the general offices of the company will remain at that place.

Fire at Thomas Forman Company's Heidelburg Mill

On the night of Feb. 24, the fine single band sawmill plant at Heidelburg, Ky., of the Thomas Forman Company, Detroit, Mich., was totally destroyed by fire. The property was fully insured, but the fire causes no inconsiderable loss to the company owing to the interruption to business. A full season's stock of oak logs was either at the mill or on the way thereto, and the company is undecided whether to rebuild, or to ship the logs to some other point for sawing on contract.



KANSAS CITY, MO., PLANT OF THE PENROD WALNUT & VENEER COMPANY

A New Cincinnati Incorporation

The latest development in Cincinnati hardwood circles is the formation of the Farrin-Korn Lumber Company by the M. B. Farrin Lumber Company and the Korn-Conkling Company, which concern will do a general hardwood distributing business. The principals of the new company are too well-known to need an introduction to the trade.

Both Mr. Korn and Mr. Conkling sold out their entire interests in the Farrin-Korn Lumber Company on Jan. 29, and immediately organized the Korn-Conkling Company. They will make a distinct specialty of foreign trade.

The new company has purchased outright the entire cut of several first-class mills, and has in addition placed buyers throughout the South at the principal distributing points.

In addition to selling its own lumber, the company will be the exclusive representative in the United States of several foreign houses, and will also act as purchasing agent for quantity buyers in this country, whose specific requirements can best be supplied through lumber specialists.

In addition to its trade in hardwood lumber, the company has become interested in Pacific coast products, and is well equipped to handle all



C. F. KORN, PRESIDENT THE KORN-CONKLING COMPANY, CINCINNATI, O.

the forest products growing in the United States used in foreign markets.

Mr. Korn sailed on Mar. 2 for a three months' trip abroad. He intends to visit Europe, Asia and Africa, and later will plan a trip to southern America. Mr. Conkling has just returned from a tour of the southern mills in which the company is interested, and during Mr. Korn's absence abroad will remain in charge of the company's Cincinnati office.

The principals of the new incorporation have for fifteen years been specializing in a study of the foreign markets where American hardwoods are sold. Their policy is to purchase and to consolidate at central distributing points the output of mills and make uniform grades under registered brands which are standard in every leading market in the world.

Biltmore Doings for January

Advices from the Biltmore Forest School, still in winter quarters in Germany, state that much of interest was observed by the students during January. They took a number of instructive excursions during the month, of which the visit to the natural seed regeneration of short leaf pine [illegible] was especially interesting. [illegible] ago rendered it impossible to plant pine seedlings in the open, and as a last resort, the experiment of self-sown seed regeneration was tried. In a trip to the white pine forests at Trippstadt the school was enabled to view an excellent natural second growth of white pine. This area is of a considerable extent, and surrounds a plantation of white pine set out a hundred and twenty years ago, the oldest plantation in the world.

Interesting studies were made of parallel plantations of the Pinus sylvestris (Scotch pine) now nine years old, made by the seeds of this one species obtained from Hungary, Russia, southern France, Belgium and Germany.

During the latter part of January the students studied forest management at Gaildorf, and were interested in the provisions made in planting with regard to storm directions, and the exigencies of speedy seeding.

German methods of logging proved interesting to the students, particularly to tree-felling machines exhibited near Darmstadt. These machines are intended for pushing the tree over, roots, stump and all by means of pressure applied with a long rods from hand levers or hydraulic force.

The last day in January the students visited the wood-working machinery plant of Schmaltz Brothers, where they were given every opportunity to observe the essential differences between the German methods of wood working and those in vogue in our own country.

The school sails from Rotterdam on March 16 on the Holland-American liner, New Amsterdam.

Grand Rapids Lumbermen Meet

The monthly dinner and meeting of the Lumbermen's Association of Grand Rapids was held on March 1, at the Hotel Pantlind, with forty members and guests present. Chas. Dregge was called upon to act as toastmaster and did so in a most able manner. Otis A. Felger of the Felger Lumber & Timber Company, extended the warmest greetings of local lumbermen to the visitors and happy responses were made by Bruce Odell of the Cummer-Diggins Company, Cadillac, Alfred Newark of the Cadillac Handle Company, Morris Thomas of Cobbs & Mitchell, Inc., and the Mitchell Brothers Company, Cadillac, J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, and E. M. Holland of the Stearns Salt & Lumber Company, Ludington. Traffic Manager Ewing called attention to the milling-in-transit hearing, to be held before the Interstate Commerce Commission in Washington, March 28, and advised that a well informed body of Michigan lumbermen be on hand ready to explain the situation in this state.

New Southern Lumber Operation

The Grandin Lumber Company is the name of a new corporation owning about 60,000 acres of timberlands in Wilkes, Wautauga and Caldwell counties, N. C., and will build a modern plant on its holdings, to consist of a two-band and resaw mill, dry-kilns, planing mill and box factory, etc. The company's timber holdings are estimated at about 700,000,000 feet of white pine, yellow poplar, oak, hemlock, chestnut and miscellaneous hardwoods.

The president of the company is W. J. Grandin of Tidioute, Pa.; vice-president, J. M. Hastings of Pittsburgh; treasurer, M. K. McMullin of Pittsburgh; secretary, G. M. Grandin of Tidioute. Mr. Grandin is an experienced Pennsylvania sawmill operator, and Mr. Hastings is well known as a successful lumberman. The other officers of the company are men of well-established reputations and wide experience.

The capital stock of the company authorized and issued is nearly $2,000,000. The bond issue on the company's property of $2,000,000 was recently handled through the Chicago house of Clark, Dodge & Co., of which $1,600,000 has been issued.

The company has incorporated a railroad known as the Wautauga Railway Company, and is constructing a standard gauge railroad between North Wilkesboro, N. C., on the Southern Railway system and Lenoir, N. C., on the Carolina & Northwestern Railroad, and Butler, Tenn., on the Virginia & Southwestern Railroad. This road will intersect the timber holdings of the Grandin Lumber Company, and will be built in a substantial manner.

Wood Using Industries of Alabama

The thirteenth census of the United States covering 1909, issued by the Department of Commerce and Labor, states that the growth of manufactures in Alabama during the last thirty years has been largely due to the development of rich mineral resources, particularly in the northern part of the state known as the Birmingham district. At the same time the great abundance of available coal and extensive forest resources have given a marked impetus to wood manufacturing industries. The total value of all manufactured products increased during this period from $13,566,000 to $145,962,000.

The number of establishments manufacturing lumber and timber products operating in Alabama in 1909 was 1,819, which turned out products to the value of $26,058,000. To this value of raw material produced was added a value by manufacture of $16,913,000. The percentage of increase in the value of products from 1899 to 1904 was 37.6 per cent in lumber and timber products and from 1904 to 1909, 42.6 per cent.



I. A. CONKLING, SECRETARY TREASURER THE KORN-CONKLING COMPANY, CINCINNATI, O.

Classifications of lumber and timber products includes besides sawmills and timber camps, planing mills and wooden box factories. In 1909 the lumber industry was the most important single industry in the state from the viewpoint of the value of products, the value added by manufacture and number of wage earners employed, there being 22,409 employes of this single industry in that year. This represents 31.1 per cent of the total average number of wage earners in the state, and the value of products represented 17.9 per cent and the value added by manufacture 27.1 per cent. The figures show that during the last seven months of the year there was a steady increase in the number of employes engaged in the manufacture of lumber and timber products.

The total quantity of lumber sawed increased from year to year, the total for 1909 being 1,691,001,000 feet as compared with 1,101,386,000 feet in 1899. Yellow pine formed 89.1 per cent of the cut in 1909. There was also a considerable increase in the production of lath, but the shingle product fell off about 20,000,000 during the ten years.

Receivers to Be Dismissed

The E. Sondheimer Company is about to come into the management of its own affairs. Publication is already being made of the fact that the receivers, who have administered the affairs of that firm since last September, are to be dismissed within the next fortnight. Max Sondheimer, president of the company, is authority for this announcement. He further states that the company will continue as of old and that it will engage in the manufacturing and distributing of hardwood lumber. The firm at no time was insolvent, having assets practically double its liabilities. Much regret was occasioned over the fact that it was necessary for the firm to go into a temporary receivership and by the same token much pleasure is expressed over the fact that the owners of the business have virtually come into control thereof again.

New Arkansas Hardwood Mill

W. H. Bower & Co. of Kurtz, Ind., are just completing a sawmill at Stuttgart, Ark., where they have a tract of timber lands. They will have it ready for operation within a few weeks and will cut chiefly oak and hickory, and will also produce some gum and cypress.

W. H. Bower, the head of this concern, is a veteran Indiana hardwood operator, and also is owner of the Maple Shade Stock Farm at Kurtz, on which he breeds short-horned cattle.

Building Operations for February

Official reports from forty-five cities regularly reported by The American Contractor, Chicago, in comparison with the previous year, show a gain of six per cent for February over the same month in 1911. The principal gains for February were made in the following cities: Buffalo, 401 per cent.; Detroit, 90; Duluth, 57; Kansas City, 51; Los Angeles, 113; Manchester, 96; Nashville, 51; Rochester, 176; Scranton, 135. The particulars will be found in the following table:

City.	February, 1912. Cost.	February 1911. Cost	Per Cent Gain	Per Cent Loss
Atlanta	$ 402,337	$ 392,249	25	..
Baltimore	532,070	1,252,779	..	57
Birmingham	214,674	252,171	..	14
Buffalo	1,228,000	245,000	401	
Cedar Rapids	115,000	141,100	..	18
Chicago	3,777,100	266,400	..	11
Cincinnati	390,324	702,795		44
Columbus	210,271	211,712	..	1
Dallas	323,320	295,006	9	..
Denver	446,500	397,925	12	..
Detroit	4,392,880	2,308,900	90	..
Duluth	114,330	72,425	57	..
Grand Rapids	157,555	126,083	24	
Hartford	186,085	245,140	..	24
Indianapolis	82,640	412,775		80
Kansas City	990,110	653,610	51	..
Los Angeles	2,152,963	1,009,277	113	..
Manchester	59,780	30,500	96	..
Milwaukee	430,580	473,917	..	9
Minneapolis	330,855	1,597,150	..	79
Nashville	71,032	46,739	51	
New Haven	153,240	132,320	15	..
New Orleans	149,045	169,476	..	12
Manhattan	6,977,646	3,201,385	117	
Brooklyn	1,894,467	1,907,401	..	1
Bronx	1,953,000	3,975,680	..	51
New York	10,825,113	9,084,466	19	
Oklahoma City	45,550	297,450	..	84
Omaha	219,195	197,200	11	
Paterson	71,512	86,160	..	17
Philadelphia	2,029,385	1,912,635	6	..
Pittsburgh	362,147	786,455	..	53
Portland	1,128,176	1,064,425	6	..
Rochester	644,676	232,925	176	
St. Paul	269,994	1,111,176	..	75
St. Louis	1,002,164	1,147,584	..	12
San Francisco	1,764,252	1,455,824	21	
Scranton	144,790	61,666	135	..
Seattle	473,940	491,245		3
Spokane	216,652	579,725	..	62
Toledo	236,917	145,125	..	63
Washington	1,131,376	1,179,838	..	4
Wilkes Barre	113,305	84,762	33	..
Worcester	115,075	101,605	13	..
Total	$37,704,290	$35,455,715	6	

Death of Albert H. Frost

One of the best known and highest respected veneer manufacturers of the country, Albert H. Frost, died on January 27, at his home in New York. Mr. Frost had been connected with the veneer business for more than thirty years. He was president of the Frost Veneer Seating Company at Newport, Vt., and New York City for the last twenty-six years. He was also vice-president of the Frost Veneer Seating Company at Sheboygan, Wis.

He died after an illness of only twenty-one days, at the age of sixty-one years, although he had been in poor health for some years. The direct cause of his death was hardening of the liver and heart disease. He was buried in Malden, Mass., his boyhood home, in the family lot where the remains of his father and mother rest.

Mr. Frost's demise will be sincerely regretted by everyone associated in the veneer industry. He was an exponent of the highest standard of business morals, and was one of the most capable men in the industry.

Miscellaneous Notes

J. R. Landham recently began the manufacture of wagons at Anniston, Ala.

The Curtis Brothers Hardwood Lumber Company has discontinued business at Jamestown, N. Y.

The Cincinnati Fly Screen Company, Cincinnati, O., has increased its capital stock to $60,000.

The Coast Line Veneer Mills, Norfolk, Va., were recently incorporated with a capital stock of $5,000.

The Horne-Sparks Veneer Company recently began the manufacture of veneers at Tuscaloosa, Ala.

The Chas. J. F. Steiner Mantel Company, Baltimore, Md., has increased its capital stock to $30,000.

The Lumber Products Company, Portland, Me., has been incorporated with a capital stock of $10,000.

The Carthage Hickory Spoke Works recently began the manufacture of wagon spokes at Carthage, Tenn.

The Colonial Lumber Company, Hartford, Conn., has been incorporated with a capital stock of $300,000.

The McSweeney Lumber Company, Kalamazoo, Mich., has been incorporated with a capital stock of $10,000.

The McLaren Lumber Company, Shelbyville, Ind., has increased its capital stock from $15,000 to $25,000.

The Louisville Company recently entered the wholesale lumber business at 37 E. Twenty-eighth street, New York, N. Y.

The Jones Car Door Company, Augusta, Me., has been incorporated with an authorized capital stock of $50,000.

The Jacob F. Meier Company, trunk manufacturer, Detroit, Mich., has increased its capital stock to $100,000.

The Choates Creek Lumber Company, Livingston, Tex., has been incorporated with a capital stock of $100,000.

The Platt-Gilchrist Lumber Company, Coldwater, Kan., has been incorporated with a capital stock of $20,000.

The Marion Wood-Working Company, Marion, O., has been incorporated with an authorized capital stock of $10,000.

The Kent City Chair Company, Kent City, Mich., has been incorporated with an authorized capital stock of $40,000.

The Orange Wood-Working Company, Orange, N. J., has been incorporated with an authorized capital stock of $10,000.

The Bundick Creek Lumber Company, De Ridder, La., has been incorporated with an authorized capital stock of $10,000.

The Vincennes Furniture Manufacturing Company, Vincennes, Ind., has increased its authorized capital stock to $50,000.

The Industrial Novelty Company has been incorporated at Farmington, Me., with an authorized capital stock of $10,000.

The Wilson Lumber Company, Wilson, Archer City P. O., Tex., has been incorporated with an authorized capital stock of $10,000.

The Soter Anderson Lumber Company, St. Paul, Minn., has been incorporated with an authorized capital stock of $50,000.

The Louisiana Wagon Wood Stock Manufacturing Company, Monroe, La., has been incorporated with a capital stock of $75,000.

The McDaniel-Baughman Lumber Company, Little Rock, Ark., has been incorporated with an authorized capital stock of $30,000.

The large plant of the Gulf Cypress Lumber Company at Ehren, Fla., was recently destroyed by fire, entailing a loss of more than $50,000.

The George W. Smyth Lumber Company, Beaumont, Tex., has been incorporated with a capital stock of $100,000, and will manufacture lumber.

The J. F. Loving Furniture Company, Morgantown, W. Va., has been incorporated with a capital stock of $25,000 and will manufacture furniture.

The Moore Brothers Furniture Company is a new incorporation at Shawnee, Kas. The capital stock is $25,000 and the object of incorporation is to manufacture furniture.

The Bloom-Burns Manufacturing Company, Freeport, Ill., has been incorporated with a capital stock of $15,000. The company will manufacture vehicle implements, etc.

The Hickson Rogers Manufacturing Company, Paragould, Ark., has been incorporated with an authorized capital stock of $15,000 and will manufacture wood products.

The Little Lumber Company, Lampasas, Tex., has filed an amendment to its charter increasing its capital stock from $75,000 to $100,000 and changing its name to the W. F. & J. F. Barnes Lumber Company.

The Foreman-Derrickson Veneering Company has been formed at Elizabeth City, N. C., by W. D. Foreman and James Derrickson, who have purchased the plant of the North Carolina Tray & Basket Company.

The Ohio Wood Preserving Company, Youngstown, O., has been incorporated with a capital stock of $450,000. The incorporators are J. P. Wilson, T. A. Jacobs, U. C. DeFord, J. W. Blackburn and F. J. Heim.

The Yadkin Valley Mill & Lumber Company of Ronda, N. C., has been incorporated with an authorized capital stock of $100,000, with $10,000 paid in by W. F. Bell, H. S. Bell, R. W. Hickerson and R. L. Hickerson.

Fire recently destroyed the furniture factory and part of the lumber yard of the Roach-Brown Manufacturing Company at Cumberland, Ind. The loss will probably total $15,000 partly insured. The plant will be rebuilt at once.

The Empire Case Goods Company, Jamestown, N. Y., has been incorporated with a capital stock of $250,000 for the purpose of manufacturing furniture. The incorporators are Frank O. Anderson, Herman G. Anderson and Alfred Peters of Jamestown, and four others.

The Barnaby Furniture Company, Inc., New York, N. Y., has been incorporated with a capital stock of $50,000 and will manufacture furniture. The incorporators are John Barnaby, C. Connor Huyler of Tenafly, N. J., and Richard A. Rothwell, 115 Broadway, New York City.

The Gilman Dimension Company, Gilman, W. Va., has been incorporated with a capital stock of $25,000. The incorporators are Oliver Z. Cobleitz of Middletown, Md., W. L. Norton, Charles V. Norton and Harvey E. Norton of Gilman, W. Va., and Harry Jones of Elkins, W. Va.

The Export & Domestic Hardwood Company, New York, N. Y., has been incorporated with a

capital stock of $20,000. The incorporators are Lars S. Anderson, 111 Eleventh street, Hobart A. Anderson, 1617 Seventy-first street, and Hans P. Isaacsen, 561 Fifty-first street, Brooklyn.

The Connelly Hardwood Lumber Company of Kansas City, Mo., announces that it has moved to new quarters at Eighteenth street and Indiana avenue in that city, and that the new place can be reached by taking the Jackson or Indiana avenue cars which go direct to its office and yards.

The Birch River Lumber Company, Birch River, W. Va., has been incorporated with a capital stock of $25,000. The company will operate sawmills and do a general timber and lumber business. The incorporators are John S. Howes, James B. Lichtenberger, Henry A. Russell, William J. Seltzer of Philadelphia, and H. V. Smith of Chester, Penn.

Hardwood News Notes

CHICAGO

The work of remodeling the quarters for the Chicago Lumbermen's Club, on the top floor of the Great Northern building, is progressing rapidly. Already the partitions have been knocked out and the space made over to accommodate the club, and it is hoped that by the end of March the quarters will be ready for occupancy. The billiard tables, upholstered furniture and similar furnishings have been ordered, and the Great Northern hotel people are co-operating in every way to finish up the work as expeditiously and as tastefully as possible. There are now approximately 300 resident members and well over 100 non-resident members in the club.

The latest failure among the ranks of Chicago lumbermen is that of the G. C. Pratt Lumber & Tie Company, First National Bank building. The company filed an involuntary petition in bankruptcy and the Central Trust Company of Illinois has been appointed receiver. The liabilities are placed at $15,000 and the assets are $4,000.

Among recent visitors to Chicago from Cadillac, Mich., were J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association; Bruce Odell of the Cummer-Diggins Company and F. A. Diggins. Mr. Diggins attended the recent meeting of the Chicago Lumbermen's Association, and discussed with the officers of that organization plans for the entertainment of the National Hardwood Lumber Association at its convention in Chicago next June.

J. F. McSweyn of the Memphis Saw Mill Company, Memphis, Tenn., stopped off twice at Chicago last week going to and returning from Grand Rapids. Mr. McSweyn was accompanied by his wife and said that he had a fairly successful business trip.

J. R. Andrews, hardwood wholesaler of Escanaba, Mich., spent several days of the past week in Chicago hunting a market for his stock.

J. S. Lyle and T. E. Bartelme, with F. M. Bartelme, hardwood wholesaler of Minneapolis, Minn., were in town on business last week.

Albert Trumpf of the Thomas & Proetz Lumber Company, St. Louis, Mo., spent last week in Chicago on his way back from a trip in the North. Mr. Trumpf reported having done an excellent business.

George Mason and C. H. Donaldson of the Mason & Donaldson Lumber Company, Rhinelander, Wis., were in the city on business during the latter part of last week.

F. D. Timlin, in charge of the Wausau office of the Wheeler-Timlin Lumber Company of Wausau and Chicago, was in the city recently conferring with his partner.

A. H. Ruth of the G. W. Jones Lumber Company, left town the latter part of this week for a two weeks' trip to Illinois consuming points.

R. S. Huddleston of the Huddleston-Marsh Lumber Company, handler of mahogany and fancy lumber and veneers, just returned from a ten days' business trip to New Orleans. Mr. Huddleston reports an excellent volume of business during the last month.

T. A. Moore, familiarly and widely known as Tom Moore, who has been intimately connected with the pine and hardwood trade of St. Louis and Chicago for years, has just been appointed representative of the Louisiana Red Cypress Company of New Orleans. Mr. Moore will for the time being make his headquarters at his home, 1375 East Fifty-fourth street. His genial personality and general ability assure the success of his new venture.

Under date of Feb. 28, it is announced that Louis P. Hurter, formerly of the Wheelock Lumber & Manufacturing Company, has incorporated under the style of Louis P. Hurter Lumber Company. The concern will do a wholesale and commission business in hardwoods, yellow pine, cypress and western woods.

J. C. West of the Midland Lumber Company, Parkersburg, W. Va., was a recent Chicago visitor. Mr. West enjoys a very good trade in this market.

Edward F. Loud of the H. M. Loud's Sons Company, Au Sable, Mich., spent a day in Chicago last week.

J. S. Stearns of the Stearns Salt & Lumber Company, Ludington, Mich., and of several other important lumber enterprises, was a guest at the Annex for a day or two last week, en route from a visit to his yellow pine operations at Bagdad, Fla., to his home in Ludington.

NEW YORK

The annual meeting of the Manufacturers' Lumber Company was held at headquarters, 17 Battery place, on Feb. 20, at which the following officers were elected for the ensuing year: President, Hon. W. C. Edwards, Ottawa, Can.; first vice-president, Hugh McLean, Buffalo, N. Y., second vice-president, Gordon C. Edwards, Ottawa, Can.; secretary, Maurice E. Preisch, Buffalo, N. Y.; assistant secretary, Christopher B. Cox of New York; treasurer and general manager, Van W. Tyler of New York.

The Sea Coast Lumber Company, 1 Madison avenue, has cut out its timber holdings in the South and is liquidating its business. W. S. Hofstra will continue the other departments formerly conducted by the company.

Mr. Thomson, a well-known lumberman of Lemont, Pa., was instantly killed in an automobile accident in this city on Feb. 26. The automobile collided with a surface car at Eighth avenue and Twenty-fourth street.

R. S. Voorhies, formerly head of the Windsor Lumber Company, 1 Madison avenue, city, has opened an office at 18 Broadway to conduct a general wholesale lumber business.

Schedules in bankruptcy of Henry Guttman, large furniture manufacturer of 127 West Twenty-fourth street, city, show liabilities of $125,776, and nominal assets of $192,823.

E. M. Allen, for many years prominent in the export hardwood trade of this city, who was married on Jan. 10 to Miss M. L. Walker, a charming young lady of South Norwalk, died Feb. 21 at St. Vincent's Hospital.

BUFFALO

Indications that building will be heavy in this city this spring are afforded by the February showing of permits, the total costs aggregating $1,228,000, as compared with $245,000 in February, 1911.

Anthony Miller finds trade fairly good this month, but states that shipments are coming in slowly on account of the railroad congestion. His yard is receiving supplies of basswood, oak and elm.

I. N. Stewart & Bro. have recently been shipping a good quantity of poplar direct from West Virginia, where H. A. Stewart spent a number of weeks recently. Some oak was also shipped.

Blakeslee, Perrin & Darling state that plain and quartered oak have been in pretty good demand at their yards lately, with prices firm. Quartered oak is said to be showing more strength.

The Standard Hardwood Lumber Company has had a large amount of lumber held up in the South during the past month, awaiting the ability of the railroads to secure cars for the shipments.

O. E. Yeager has been giving much attention to Chamber of Commerce interests of late, but has also been looking after the sale of a fair amount of hardwoods, especially oak, poplar and maple.

PHILADELPHIA

Currie & Campbell report expanded trading. James H. Campbell is on a trip to the West Virginia lumber mills, on the track of some desirable contracts.

Thomas B. Rutter, Jr., of Mingus & Rutter says business has been excellent since the first of the year, with better prices. The outlook is favorable for 1912.

The Thomas E. Coale Lumber Company reports local and Pittsburgh offices busy, and is sanguine as to continued good trading.

It is announced that the Hilliard Lumber Company, of which Lord Butler Hilliard of Wilkes-Barre, Pa., is president, has purchased a tract of timber land of 110 acres, of D. W. Brown of Oxbow Pond, Lemon township, Wyoming county, and another tract of fifty acres on the J. H. Lyman estate, near Lymanville. The timber will be brought to market as soon as possible.

James Strong & Co. have returned to their old office, 705 Real Estate Trust building, where accommodations are better for a broadened activity. They testify to more satisfactory prices.

The Reighard Lumber Company was incorporated Feb. 21 with a capitalization of $10,000. The company has opened an office in the Real Estate Trust building.

The Norwich Lumber Company, Harrisburg, Pa., increased its capital stock to $2,000,000 on Feb. 27.

The Baldwin Locomotive Works booked contracts for forty locomotives on Mar. 1. One calls for thirty-six locomotives for the Wabash railroad and the other for four to be built for the Missouri, Oklahoma and Gulf road. The Wabash engines will be of the large type at an average cost of $20,000 each, calling for an estimated expenditure of $720,000, and bringing the two orders up to about $800,000.

PITTSBURGH

The Morlan Ricks-Hughes Company has discontinued its operation at Morlan, W. Va., on the M. & K. Railroad. Its business is fairly satisfactory and shows a big gain over last year.

The Kendall Lumber Company is shipping a large amount of hardwood from its Maryland and Pennsylvania plants. Its trade with the railroads the past six months has shown a large increase.

The Brotwieser & Wilson Lumber Company is growing. This week it is fitting up two more fine rooms in the Oliver building for offices, and it has added W. C. Brown to its sales force.

Chicago parties have bought the Miller Table Factory at West Farmington, O., and operations will be resumed shortly. This is one of the best hardwood plants in northeastern Ohio.

The Wayne Lumber Company is a new concern at New Castle, Pa., formed by W. J. McKim, J. F. Haines and W. T. Harris.

BOSTON

The Lumber Trade Club of Boston at its annual meeting held late in February elected the following officers: President, Edward D. Sawyer of the E. D. Sawyer Lumber Company, first vice-president, John B. Bugbee of the Holt & Bugbee Company; second vice-president, D. A. Lucey of the Pope & Cottle Company; secretary and treasurer, J. Edward Downes of the Downes Lumber Company; executive committee, George W. Curtis, chairman, Wm. Curtis' Sons Company; W. J. Barry of the Buttrick Lumber Company; H. S. Shepard of the Blacker & Shepard Company.

The sympathy of the trade is extended to Harry C. Philbrick of Boston owing to the loss of his wife on Feb. 16.

Wm. H. Wood, president of the Wm. H. Wood Lumber Company, Cambridge, died in Florida Mar. 1 at the age of sixty-five years. He is survived by a widow, two sons and a daughter.

The Lumber Products Company, Portland, Me., has been organized with a capital stock of $10,000. The organizers are E. Carroll Burrill and Herbert N. Gardner.

BALTIMORE

The Baltimore Lumber Exchange held its quarterly meeting at the Merchants' Club Mar. 4, but found no large amount of business to transact. One of the matters to come up was a resolution offered by Edward P. Gill, in favor of the establishment of a first class technical school in connection with the Johns Hopkins University, which shall rank with the Sheffield school, the Massachusetts Institute of Technology and other similar places. The resolution will be sent to the legislature when the bill now before that body is in shape for such action. After the business session a fine luncheon was served.

The sawmill business heretofore conducted at Battery Park, Va., by Robert McLean of this city, as an individual, will hereafter be operated by a company, which has been incorporated under the laws of Virginia, under the name of the Battery Park Lumber Corporation. E. F. Burke, of Baltimore, has been elected president and treasurer, with Robert McLean as secretary and J. O. Devries of Battery Park as general manager and vice-president. The capital stock is fixed at $80,000. The plant, a circular sawmill of a capacity of about 20,000 feet a day, is located nine miles from Newport News, Va., on the James River, and the logs are brought down the river on barges, the lumber being taken to the docks at Newport News and Norfolk for export by similar means. Practically the entire output of the plant is shipped abroad. It consists almost wholly of oak, with a small quantity of yellow pine.

Another incorporation of interest to Baltimore is that of the Maryland Basket & Veneer Company, which has been formed to take over the business heretofore conducted by a company of the same name, operating a factory at the Baltimore city jail, and of which W. T. Kuhns of this city, is president. The new company, which has a capital stock of $20,000, has been organized by the election of John T. Sykes as president, William Fritz as vice-president, David N. Sills, as secretary and treasurer, and George Miller as superintendent. It will move the machinery in the jail shop to 309 East Falls avenue, also installing additional appliances there. Operations will go on much as before, the property being taken over April 1, up to which time the new company will sell the product of the old one on commission. Mr. Kuhns will be actively identified with the company until July, after which he will continue in the capacity of a director.

COLUMBUS

The Buckeye Veneer Company of Dayton, O., has been incorporated with a capital of $20,000 to manufacture hardwoods and veneers. The incorporators are C. H. Frank, S. P. Chandler, John H. Nuller, Gaylord T. Heinz and H. W. Franks.

Papers have been filed reducing the capital stock of the Shubuta Lumber Company of Youngstown, O., from $100,000 to $10,000. L. Utter is president and S. C. Simonton secretary of the company.

The Pioneer Lumber Company of Cleveland, O., has been incorporated with a capital of $20,000 to deal in all kinds of lumber. The incorporators are Jay Tomsley, L. J. Randall, D. T. Jackson, D. F. Hatch and S. E. Homer.

The Marietta Freight Package & Lumber Company, Marietta, O., has been incorporated with a capital of $27,000 to manufacture boxes and cases for packing. The incorporators are K. D. Marsch, C. W. Shamm, Frank Ford, Fred Becker, Jr., and H. H. Shamm.

The Cumberland Valley Lumber Company of Cincinnati, O., has been incorporated with a capital of $50,000 to deal in lumber. The incorporators are John Byrnes, A. H. Card, Norwood J. Utter, E. A. Starling and D. A. Rehbach.

The Williams Lumber Company of Portsmouth, O., made an assignment to Secretary Cecil O. Miller of that place recently. The assets of the company are given as $3,000 personal property, and $10,000 realty. The liabilities are estimated at $9,000.

The Park Street Lumber Company of Columbus, O., filed papers with the secretary of state recently, changing its corporate name to the Hedges & Clark Company, and decreasing its capital stock from $30,000 to $25,000. E. W. Hedges and L. K. Clark had been connected with the company for a number of years, and recently purchased interests of other stockholders and are now the sole managers. E. W. Hedges is president, and L. K. Clark is secretary and treasurer. The business is located at 441 North Park street.

R. W. Horton of the W. M. Ritter Lumber Company said: "Business during the month of February was up to that of the corresponding month last year, although the bad weather conditions undoubtedly affected the volume of trade. Factory buying held up well, while yard buying was quiet, due to the inclement weather. Prices have been stiff in all lines of hardwoods and in the lower grades advances have been made. The outlook is good."

M. A. Hayward of M. A. Hayward & Son says trade conditions look good. Stocks are scarce and prices are strong all along the line of hardwoods. The flooring situation is promising.

The Coshocton Lumber Company has begun excavating for the new planing mill which it plans to erect near its present plant on Cambridge road. The building is to be three stories high. A complete line of builders' supplies will be carried in the basement. The machinery of the plant will be installed on the ground floor, while the second floor will contain a carpenter's shop.

CINCINNATI

The regular meeting of the Lumbermen's Club of Cincinnati was held Mar. 5 at the Business Men's Club. The usual dinner was enjoyed. President Sam Richey opened the meeting with the reading of the minutes of the February meeting, which were approved. Correspondence was read relating to an arbitration case submitted under the Square Deal. The case was The John Dulweber Company vs. The Weston Lumber Company of Weston, W. Va. The verdict was for The John Dulweber Company. The Weston Company has asked for a reopening of the case, and as this is not in the intent and scope of the Square Deal proposition, it will require the consent of the opposing parties.

The special order of business was the appointment of nominating committees to name tickets for the annual election in May, the committees to report at the April meeting. President Richey named as the regular committee: C. S. Walker, chairman; John Byrns and Dwight Hinckley. The independent committee named from the floor, consists of Ralph McCracken, chairman; J. C. Rash and H. J. Pfiester.

Routine business was then rapidly disposed of and President Richey introduced Charles M. Dupuis, cashier of the Western German bank, who gave an exhaustive talk on "Currency Reform," explaining its advantages to business conditions.

A letter from the manager of The Tensas River Lumber Company says that the business of the company is improving. It is at present receiving bids on a proposition for the mechanical handling of logs direct from the river to the mill floor. The company is also building a number of barges to run lumber down to New Orleans from the mill plant. At the local office it is stated that business is excellent and the outlook could not be better.

All streams in the Ohio valley are reported breaking up at headquarters, and it is expected that within a few weeks these streams will be practically clear of ice. So far the losses from runaway logs have been light, and lumbermen are taking every precaution to avoid log losses.

TOLEDO

The Buckeye Parlor Furniture Company of Toledo has been reorganized and new capital added. The four-story plant of the concern is being remodeled, the work to be completed in about thirty days. The name of the concern will be changed to the Buckeye Furniture Company. The active members of the reorganized company are A. G. Torgler, P. R. Stewart and A. C. Wannamaker.

A large number of orders were secured by W. S. Booth, president of the Booth Column Company, who has just returned from a business trip to New York and other eastern cities. "Business is coming in from all directions," said President Booth. "There is a live demand for the better grades of both interior and exterior columns. While the competition is strong, we are securing good prices for all we turn out. We have a large stock of materials on hand and have just contracted for a supply of poplar sufficient to last us a year."

A. M. Cheesborough, the well-known lumberman and timber dealer of Toledo, last week closed negotiations which resulted in transferring to John M. Leddy of New York nearly 400 feet of valuable dock frontage at Ironville, a suburb of Toledo.

"Business is looking up so far as the hardwood trade is concerned," said Wm. T. Hubbard. "There is some nice business in sight for early spring trade. Local yards are well stocked and able to take care of the business."

INDIANAPOLIS

Friends are congratulating Mr. and Mrs. W. E. Van Talge over the arrival of a son at their home on Feb. 15. Mr. Talge is a mahogany buyer for the Talge Mahogany Company of this city.

G. M. Johnson, F. M. Taslo, J. W. Histand, C. J. Hoyt and W. J. Johnson have organized the Pekin Hardwood Company at Pekin to manufac-

buy and sell hardwoods. The company has been incorporated with an authorized capitalization of $10,000.

The Bicknell Lumber Company at Bicknell has increased its capitalization from $15,000 to $25,000.

The Bayne Lumber Company, Spencer, Ind., has been incorporated with a capital stock of $12,000 to conduct a manufacturing lumber business. Those interested in the company are T. P. Bayne, R. S. Drake and S. M. Thrasher.

EVANSVILLE

The Cincinnati yard of The Fullerton-Powell Hardwood Lumber Company is being closed out, and the company will carry its immense stock of lumber in its local yard.

J. C. Keller, traffic manager of the Evansville Manufacturers' Association, has received an official notice from C. A. Prouty, chairman of the Interstate Commerce Commission of the reduction of freight rates on lumber carloads from points in the Central Freight Association territory to Pacific coast terminals. This city is in this territory, and the reduction of from eighty-five cents to eighty cents will affect the hardwood shippers in this section.

MEMPHIS

Heavy rains have again fallen throughout this territory within the past few days, and lumber manufacturers have had rough sledding, not only in Memphis proper but throughout the Memphis territory. The heavy rains, not only in this section but in the upper valleys of the Mississippi and its tributaries have resulted in a very high stage of water here and this has helped somewhat in bringing out timber by water. However, the amount of timber on the banks of the streams, awaiting transportation by this method, is somewhat restricted, and it is doubtful if log receipts from this source will be so large as usual. The rail mills are having difficulty in bringing in timber even where it is already cut and ready for transportation. This is due to the scarcity of cars on practically all of the roads tapping the hardwood producing area. Altogether, the log supply is very uncertain and, with weather conditions so unfavorable, it is feared that the supply will be considerably restricted, owing to the interference with work in the woods.

Lumber exporters here are watching with unusual interest developments in the coal strike in Great Britain, because of the bearing which this will have on the business in the United Kingdom. The strike has already assumed most appalling proportions and unless settled at once is calculated to do inestimable injury to every industry in Great Britain. Lumber interests here believe that the government must necessarily take the matter in hand and force a settlement. Otherwise they say that the lumber business and every other line of activity in the United Kingdom will be paralyzed within less than a fortnight.

Lumber exporters have had somewhat rough sledding for quite a while. Since October they have found extreme difficulty in getting their cargoes moved to Europe and conditions in this respect, while they have improved somewhat, are still far from satisfactory. One prominent exporter said here today that he believed conditions would be much improved by the end of March, but that he expected a continuance of congestion for some days yet. A large amount of lumber is exported from Memphis to the United Kingdom and every lumberman here interested in the trade with that country is watching developments with unusual interest.

The Rex Handle Company, which has been [illegible] reports and improvements on its plant for some time, has completed these and [illegible]. M. R. Cook is president of the company.

The McLean Hardwood Lumber Company got its civil action against the South Memphis Land Company in the United States District Court has secured a verdict for $17,500. The action grew out of a claim of breach of contract on the part of the South Memphis Land Company, relative to the placing of a spur railroad track from the main line of the Union Railway Company across the property of the land company to the plant of the plaintiff. This case has been before the courts for a number of months. It has already been to the Court of Appeals, where it was reversed and remanded for new trial. The McLean Hardwood Lumber Company purchased its site here from the New South Memphis Land Company and at the time entered into the contract which it alleges has been breached.

The Memphis Manufacturers' Association has not elected a permanent secretary. John M. Tuther of the Business Men's Club is acting in the capacity of temporary secretary. S. B. Anderson of the Anderson-Tully Company is president of the association.

The yard and stock of lumber of J. L. Hale of Osceola, Ark., have been purchased by the W. E. Heyser Lumber Company of Cincinnati, through its office recently established at Memphis. In addition to the purchase of this lumber, which amounts to several million feet, the company also secured the output of the Hale mill at Osceola. The lumber will be sold through the Cincinnati office.

The Perkins Land & Lumber Company, a Tennessee corporation, has filed an amendment to its charter with the Secretary of State of Arkansas whereby its capital stock is increased from $25,000 to $100,000. It is set forth that, of the latter amount, $49,800 is invested in that state. The Arkansas headquarters of the company are located at Kelso.

Application has been filed by George C. Brown & Co. for an amendment to their charter, whereby the capital stock is to be increased from $100,000 to $150,000. Those who signed the application are W. B. Drake, Frank Colville, Butler Smith, C. E. Brown, G. E. Reynolds, H. F. Harwell and L. E. Brown. This firm came to Memphis from Nashville several years ago. Since that time it has erected a mill at Watson, Ark., and another at Proctor, Ark. It owns a large tract of timber at the latter point and has one of the most complete plants in this territory located there.

NASHVILLE

The Southern Lumber & Manufacturing Company of this city has rebuilt its big box factory and wood-working plant which were recently destroyed by fire. The plant has been equipped with the latest machinery, and with many improvements over the former plant. The company has also extended its facilities and will soon erect a large band sawmill.

The Caraway Manufacturing Company is a new $100,000 concern chartered here for the purpose of manufacturing table rims, spokes, handles, wheel strips etc. The company has been operating several years at Monterey, Tenn., and has six mills in Fentress and Overton counties, Tennessee. The concern has similar plants at Dayton, O., and Burnside, Ky. R. F. Caraway, founder of the system, will have charge of the Nashville plant. The company has a contract for the hickory from 3,000 acres in East Tennessee and has secured from a Nashville company the hickory from 30,000 more acres in Fentress and Overton counties.

Ned Berglan, formerly traveling representative in Tennessee and Kentucky for the Louisiana Red Cypress Company, has opened a wholesale commission office here, and hardwoods are included in his special lines. He is widely known throughout this entire territory.

The annual election of officers for the Nashville Lumbermen's Club will be held March 17 [illegible] to the fact that the old officers of the club have engineered the affairs of the organization in such a satisfactory manner during the past year, they have been renominated for another term, and the secretary will cast the entire vote of the club for their reelection as follows: President, Hamilton Love; vice-president, C. M. Morford; secretary, Cecil Ewing; treasurer, T. R. LeSueur; directors, Henderson Baker, M. C. Ewing, W. M. Farris, Jr., C. L. McConnell and C. T. Dews.

CHATTANOOGA

The G. R. Miller Lumber Company is moving its yard from Orange Grove to a new location at Third and Main streets, East Lake. This move was made necessary on account of increasing trade. The company handles a line of hardwoods exclusively.

W. S. Milne has recently purchased seventy acres near the city and will move his chair factory from Cleveland, Tenn., to this point and enlarge the same.

There is some complaint among lumber shippers in regard to the car supply, orders in some cases being placed for several days before a car can be secured.

The Williams & Voris Lumber Company will soon shut down its mill for extensive repairs.

BRISTOL

The Stone-Huling Lumber Company is preparing to commence work at once on the erection of its three story brick building, 150x200, which will house the company's modern new planing mill. It is expected that the mill will be ready for operation by fall.

J. T. Hackney, who is prominently connected with the W. M. Ritter Lumber Company at Proctor, N. C., was married here this week at the Hotel Bristol to Miss Maggie Pearl Rhea of Bristol, the Rev. Adolphus Kistler officiating.

The Bristol Door & Lumber Company is making a number of improvements with a view to increasing its output. The company reports business prospects as flattering. It manufactures chiefly hardwood finish and sells it largely in New York and New England.

The new mill of the Black Mountain Land & Timber Company at Bluff City, Tenn., will be in operation by June 1. Work is now going forward on the company's logging road into the Holston mountains, east of Bristol.

LOUISVILLE

Charles E. Davis, manager of the lumber department of the Mengel Box Company, has been appointed sales manager for the Richland Parish Lumber Company, an associated concern, which operates a sawmill at Rayville, La. Mr. Davis will retain his position with the Mengel Box Company and dispose of the output of both companies.

The Edward L. Davis Lumber Company of Louisville has sold one of its sawmills in Barren county, Kentucky, to Lawrence Brothers of Monroe county. The Davis company will confine itself to the manufacture of lumber in Louisville, where it operates a large mill.

The Mengel Box Company of Louisville has let contracts for the installation of the machinery to be used in its paper box department. This department will have a capacity of 20,000 boxes per day.

The S. F. McCormick Lumber Company has been formed and will operate at Lexington, Ky. The concern is composed of County Judge G. A. McCormick and his son, S. F. McCormick, both of Mt. Sterling, Ky. The former will not be actively engaged in the work, his son having entire control. A mill will be operated in connection with the company.

The sawmill of the Forman-Earle Company of Heidelberg, Ky., was destroyed by fire recently with a loss of between $30,000 and $40,000, partly insured. The plant is owned by lumbermen of Detroit, Mich.

The Maysville (Ky.) Novelty Company has completed its plant at Second and Bridge streets and is working full capacity. The machinery is of the most modern type and is operated by electricity. The plant will turn out wooden flower pots made of willow.

The entire property of the bankrupt Washington Manufacturing & Mining Company of Parks Ferry, Ky., was sold recently at auction, netting about $20,000. The Deposit Bank of Parks Ferry acquired twenty acres of land, on which is located a planing-mill and a sawmill, besides numerous buildings. Lumber merchants purchased 286 stacks of lumber. Holdings of real estate and timber in Morgan county, Kentucky, were also bought by the Deposit Bank. The sale will be effective with the confirmation of A. M. Cox, referee.

The Paducah Cooperage Company, Paducah, Ky., has filed amended articles of incorporation, decreasing its capital stock to $125,000.

ST. LOUIS

The Central Illinois Lumber Company, of Belleville, Ill., has been incorporated with a capital stock of $42,000. The incorporators are Francis B. Carr, C. A. Ewing, B. W. Zimmermann, N. C. Zimmermann and Lee Montgomery. The Central Illinois Fence Company filed articles of incorporation at the same time, with the same incorporators excepting Francis B. Carr. Its capital stock is $3,000.

Walter L. Jones has been added to the traveling staff of the F. G. Hanley Cypress Company, to cover southern Illinois and tributary country, where he is well known and popular.

A good demand for almost all lines on the hardwood list is reported by the Chas. F. Luehrmann Hardwood Lumber Company. The only drawback to business is the weather. When that becomes more pleasant trade will certainly pick up.

Stannard & Sumner, who started in the wholesale lumber business a few weeks ago, are having a nice run of business. The firm represents in St. Louis, Kile & Morgan of Providence, R. I.; the Mason-Donaldson Lumber Company, of Rhineland, Wis., and the Craig Mountain Lumber Company, of Spokane, Wash. Mr. Stannard has been connected with the American Car & Foundry Company, of Jacksonville, Ind., and the G. W. Jones Lumber Company. Mr. Summer has been identified with such well-known lumber firms as the Massengale Lumber Company, and the Steele & Hibbard Lumber Company.

The factory of the National Chair Company will move from its present quarters, Main and Spruce streets, to a four-story building at Main and Clark avenue, as soon as alterations on the new building are completed.

In the monthly letter to the members of the Lumbermen's Exchange by Secretary George McBlair, he calls attention to the inspection department of the exchange, which during the unusual severity of this winter has been frequently idle. While January, 1912, he states, is within 45,000 feet of the corresponding month last year, February is materially behind, inspections for the month totalling 360,941 feet, compared with 639,634 feet last February.

MILWAUKEE

The J. S. Stearns Lumber Company of Odanah and Washburn, Wis., has been granted the right to transfer logs cut on the Bad River reservation to Washburn for sawing. The permission was granted at a special council of Indians at Odanah called by the government agent. The grant means that the big Washburn mill of the Stearns company will continue in operation for some time to come.

The Iron River Lumber Company at Iron River, Wis., has started operations for the 1912 season. The cut during March and April will be confined to hardwood and hemlock.

Camps throughout northern Wisconsin have practically all been broken up. Small forces are still on the job to load steam haulers, which are now in general use. The winter has been especially favorable to loggers, although the early snows prevented work on marshes and in swamps. This has resulted in a small shortage of cedar and hemlock. Hemlock is believed to be ready for a decided advance because of the small amount of logging. Dealers are holding their hemlock on the theory that the timber cannot go lower.

The Chippewa Lumber & Boom Company has disposed of all equipment in its Chippewa Falls plant and the yards have been cleaned out. It is believed that the buildings will be moved or razed in the spring to make room for the proposed extensions of the Omaha road.

W. H. Bissell and son, Frank H. Bissell of the Yawkey-Bissell Lumber Company, Wausau, and W. D. Wheeler, purchasing agent and business manager of the Vollmar & Below Company of Marshfield, are organizing a $25,000 company to do a wholesale lumber business. The headquarters will be at Marshfield.

The W. J. Durham Lumber Company of Wautoma, Wis., has equipped its planing mill for the manufacture of silos. All contracts for lumber have been placed.

Caspar Faust of Oshkosh, Wis., has purchased the right and title of lien holders in the sawmill of the Antigo Lumber Company of Antigo, together with the real estate. The mill will be reopened and operated to full capacity.

The Racine Manufacturing Company of Racine, Wis., manufacturer of automobile bodies, piano stools, etc., is considering the erection of several new buildings this year because of the large increase in its business. The company is capitalized at $800,000. Two years ago the entire plant was destroyed by fire, but a plant much larger than the original is now established.

The Paul H. Smyth Lumber Company, Kenosha, Wis., has been incorporated with a capital stock of $25,000. The incorporators are Peter Fischer, Jr., Irving Tower and S. A. Longbridge.

The Hardwood Market

CHICAGO

The apparent shortage in various lines of dry hardwood lumber, and the extreme difficulty in deliveries of late, have evidently had a very stimulating effect on inquiries in the local market. Buyers seem to realize that there is a possibility not only of higher prices, but of actual difficulty in securing certain lines of hardwood stock. As a consequence orders are of an increasingly large volume.

Generally speaking, the sentiment in Chicago is decidedly cheerful. Prices are not particularly higher than they were, but there is every reason to believe that they soon will be. The presidential mix-up seems to be considered entirely beside the question as far as business is concerned. There is no disposition to admit the possibility that the coming nominations and elections will have a demoralizing influence.

One Chicago lumberman recently said that the way orders are coming in was a relief and that he had not found it as easy to get business since 1906 and 1907.

It certainly seems that the period of mere spasmodic improvement is over, and that the improved situation, as it exists today, will steadily grow and be nourished into really "good business conditions."

NEW YORK

The local hardwood market shows a very fair volume of trade. Wholesalers are enjoying a good run of business due to the short supplies in the hands of buyers, but trade runs largely on the hand-to-mouth order. Stocks, especially in good lumber, are scarce at mill points, but prices are strong. However, the feeling is general among the holders of hardwood lumber that the spring market will be very stiff, which belief is borne out by the reports of buyers returning from producing and wholesaling centers. Plain oak in good shipping condition is scarce and prices are showing an upward tendency.

BUFFALO

The hardwood trade is fair considering the very unfavorable weather conditions. Shipments are coming in slowly, as the railroads report a lack of sufficient cars to keep lumber moving with any degree of promptness. Many orders have been postponed until better weather prevails, and when these arrive there should be enough business to make the yards quite active. Most hardwoods are manifesting firmness and in some places there is much strength. Plain oak, maple and birch are moving well. A little more activity is being displayed in basswood. Low-grade poplar is stronger than a short time ago. Chestnut, elm and ash are in good request.

PHILADELPHIA

There has been no salient change in the hardwood situation during the last fortnight. Stocks of the standard grades continue scarce and prices are well maintained. The lower grades of hardwoods have stiffened in value, and the demand has considerably increased, but a scarcity in many lines is noticeable. Although there has been a slight reduction in sales compared with the latter part of January, a surprising volume of lumber has been moved considering the adverse weather conditions, and sales have been made at an advanced profit. A view of the situation on all sides serves to strengthen the growing opinion that a substantial trading may be looked for soon.

Oak continues in good demand. Chestnut is active, and sound wormy shows improvement. Poplar is gaining a little, but is slow to become a leader; the low grades show more life. Ash is picking up. Tupelo and red gum are in good call and cypress continues steady.

PITTSBURGH

Industrially the situation in the Pittsburgh district continues to improve. This is bound to affect the hardwood business favorably a little later on—in fact, with the situation of the coal strike just now about to take place April 1, activities are such as to bring forth larger inquiries and orders for good hardwood, particularly in railroad and trolley construction work and mill building. Hardwood men in general think the situation is much better than last year, particularly as to inquiries and prospective business from the implement, vehicle and furniture manufacturers. The yard trade is, of course, waiting on the weather.

BOSTON

A little better feeling is developing in the hardwood market. Larger orders have been received and buyers in general appear to be making more inquiries. A few good sized contracts for lumber to be delivered during the next few months have been booked. Prices are steadier than they have been and buyers are beginning to feel that as the spring trade is near at hand values will be held with more firmness. Consuming manufacturers are fairly busy and in some instances there is considerable activity. There is a very good call for veneers. Quartered oak is still in rather quiet demand and prices are not as firm as some would like to see them. Plain oak has been attracting a larger amount of business during the past two weeks. Maple has been selling in a very fair way. Cypress has been selling moderately, with prices steady. The lower grades of whitewood are in good call but ones and twos are inclined to move slowly.

BALTIMORE

Developments of the past two weeks in the hardwood trade have not been of a striking character, but the tendency in the direction of a more active demand and higher prices has nevertheless been unmistakable. Many yardmen still adhere to the belief that when the weather becomes settled and mills are able to run without interruption, turning a larger volume of stocks into the markets, quotations will sag. However, from the fact that the trade has gone short for several months, some time will necessarily be required for the supply to catch up with this shortage. The apprehension also, that the big coal strike in Great Britain will paralyze business to such an extent as to check the demand for lumber is not shared by any of the Englishmen who have visited Baltimore recently. They are practically unanimous in the belief that the strike will prove short-lived, and that there will be no considerable interference with the foreign movement of lumber. However, exporters are troubled greatly over the scarcity of opportunities for getting shipments aboard steamers. Vessels all along the Atlantic coast are apparently discriminating against lumber in favor of more desirable freight, and forwardings are much delayed. As long as the strike lasts, of course, this will not make so much difference, but with the check once removed, inquiries for lumber are likely to become urgent. The feeling with regard to the market is indicated with sufficient clearness by the fact that oak planks are higher in price than they have ever been. The domestic demand is slowly expanding and a busy year is looked for. The range of prices has not undergone a decided change. Extra wide poplar is perhaps the only kind of lumber which shows no recovery, being still much below the figures which, in the opinion of the manufacturers, should prevail.

COLUMBUS

Although the weather is still unfavorable for an active trade in hardwoods there is considerable activity shown in certain localities, and the tone of the market is good. Stocks in the hands of dealers are not large and the same is true of stocks in the hands of mill owners. In fact there is a marked scarcity in stocks of the lower grades, and unusual strength is shown in quotations. On the whole prices are firm and have a tendency to advance. Indications are bright for active building operations just as soon as the weather breaks, and this will undoubtedly stimulate trade. Some trouble has been experienced in getting prompt shipments because of the demoralized condition of transportation in certain localities. This is especially true through northern Ohio and Michigan. Collections are fair.

Quartered oak is in good demand. Plain oak is selling well. Chestnut is strong and there is a good demand for the lower grades. Ash is moving better and other hardwoods are unchanged.

CINCINNATI

Notwithstanding adverse weather conditions since the opening of the year, there has been a fair average volume of business transacted. As was to be expected business has commenced to slow down, as the result of the extraordinary poor business done by the salesmen of the furniture industry in their February trip. Everywhere the same frozen-up condition was found to exist, and as a consequence orders received were excessively light. This has caused more conservative buying by consuming manufacturers. A careful study of the activities of the market, however, show that the stocks of good, dry oak, in manufacturers' grades, both quarter-sawed and plain, are not excessive. There is more firmness to prices, though no advances are asked. Inquiries for highly figured white oak are light. Most of the quarter-sawed oak available is narrow, and sales are mainly in mixed red and white. Plain oak is receiving very fair attention, with some inquiries for plain white in special lengths. Heavy grades of oak continue in good demand.

Chestnut is active for the top grades, with prices strong. There is a fair movement of rough and heavy stock. Sound wormy chestnut of good widths, practically free from defects other than worm holes, is in demand by manufacturers of built-up stock, and top prices are paid by consumers for chestnut of this grade. There is plenty of low-grade sound wormy to be had, but prices are low.

Poplar is meeting with a fair volume of trade in the manufacturers' grades. Wide poplar is slow, with but light inquiry. There is a fair movement of box boards. Red gum is in fair demand for ones and twos. There are many inquiries for saps and common, which are rather scarce in good dry stock. Birch is in fair request for both red and white, with stocks reported not over abundant. The outlook for mahogany is rosy, Cuban, Honduras, African and Mexican being in good demand.

American walnut is in very fair movement to the foreign trade. Foreign buyers are fairly active buying oak boards and white ash, with a fair movement of red gum and hickory.

Cypress continues to grow stronger, and the spring trade promises to be excellent. Prices are firm, with a slight advance on some grades.

TOLEDO

The local hardwood market has shown considerable life recently. Quarter-sawed oak is about the only item that is dragging. Plain oak is in good demand, the bulk of the business coming from manufacturing plants. Boxing grades of red gum and cottonwood are scarce with a persistent demand. High-grade cottonwood and red gum for domestic use are plentiful at unchanged prices. The lighter export business in these materials resulting from increased ocean steamship tariffs has increased the supply for home consumption. Hickory is very scarce, and local concerns report the demand the strongest for years, most of the business coming from vehicle-wheel concerns. Toledo yards are well stocked and lines are complete. Local dealers are buying from time to time in an effort to maintain the present high working efficiency of yards. Indications point to a heavy demand for hardwood flooring and interior finish within the next few weeks. On the whole the condition is highly satisfactory and few complaints are heard, aside from belated shipments.

INDIANAPOLIS

There are signs of renewing activity in the local hardwood market. A large number of inquiries are coming in with prospects that some substantial orders will follow shortly. The prospects for a good spring trade, equal at least to that of last spring, are said to be excellent. Vehicle and automobile manufacturers, as well as other manufacturers using hardwoods, are looking forward to a normal run this year. Prices continue comparatively steady, with no indications of a decline.

EVANSVILLE

The local hardwood market has shown a little more activity during the past fortnight. Building has not revived to any extent, owing to bad weather conditions which still exist, although by the latter part of the present month several large contracts will be started and building in general will pick up. Logs are still scarce. While local yards have plenty of lumber to take care of present trade, stocks are not as heavy as they were two months ago, and with business gradually increasing they will be decreased even more. Plain oak is in excellent demand and scarce. Quartered oak continues to improve gradually. Poplar in the lower grades, especially No. 2 B common, is in fair demand. Ones and twos walnut is improving, and stocks are short on this item.

MEMPHIS

The demand for hardwood lumber here is quite satisfactory. Practically every lumberman admits that business is good, and that the outlook is more favorable than it has been for a number of months. There is no large stock of dry lumber, which is something of a handicap. The shortage of cars and the inability to make prompt deliveries also tend to militate against lumber interests. The fact remains, however, that buyers are in the market, and that there is a good demand for the greater portion of the lumber offered for sale. There is a particularly good call for plain oak in all grades. Quartered oak is in more active request than a short time ago. The supply of quartered white oak in the lower grades is not particularly large, and the movement of this is relatively better than in the upper grades. Red gum is in active demand at fair prices. Sap gum is in better request and prices are firmer. The lower grades of gum are in better demand than they have been at any time since the improvement in these began to manifest itself, and prices are also better than heretofore. There is a very active demand for the lower grades of cottonwood but the supply is restricted and the volume of business is therefore light. The box business is good and is largely responsible for the better showing in cottonwood and gum in the lower grades. There is a fairly active demand for ash in thin stock, but the best seller is stock 1½ inches and thicker. Dimension stock is also in good request. Activity in cypress is confined chiefly to the lower grades but there is a growing inquiry therefor and lumbermen here who make a specialty of handling this wood believe that there is a period of very much greater activity just ahead of this lumber. This view is

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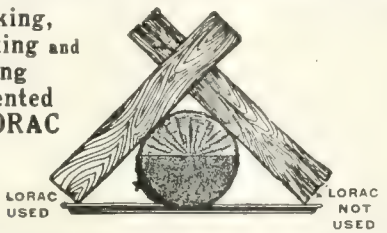
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NASHVILLE

There has been a steady improvement in the local hardwood market since the beginning of the present year. Good orders are being received for future delivery, and several car loads have been shipped to foreign countries. Prices have ruled satisfactory, and on the whole conditions are better than they have been for some time. The mild weather of recent date gave the operators a chance to make a spurt, and to resume activity which was of necessity suspended during the severe weather of January and February, and a test was furnished of what may be expected in the way of real activity when the spring season actually opens. Railroads are more active. Mill work concerns, planing mills and sash and door makers are mapping out much work. Box makers are buying freely. Furniture and piano factories are placing good orders. Low stocks have been emphasized as the demand increases, and it is more than ever apparent that the lower as well as the upper grades will soon be harder to find, the recent bad weather having reduced the production very materially. If the anticipated heavy spring demand materializes, some express the opinion that the supply will not equal the demand. The implement people are buying more freely. Plain oak, poplar, ash, hickory and chestnut led during the week past in demand, and the other grades are coming in for a full share of attention.

CHATTANOOGA

Trade in this section is holding up fairly well, and prices are strong, with a possibility that they will advance in the near future, especially on the lower grades. Quartered oak is again in demand. However, prices for same are not as strong as they should be.

BRISTOL

The local lumber trade is showing more activity. There is a better feeling in the trade, and while no great things are expected, due to the fact that it is presidential year, the general feeling is that business will improve considerably this spring and summer. Shipments have been only fair since the first of the year, but with the advent of better weather there will be a heavier movement of hardwood stocks.

LOUISVILLE

A more rapid improvement in conditions in this market would have developed had it not been for an unexpected continuance of the severe weather conditions which have been the rule during the past four or five months. Snow has fallen plentifully since the first of March, making the manufacture and handling of lumber difficult, as well as putting a damper upon the spirits of consumers. However, business is good and hardwood men are getting inquiries and orders in sufficient volume to indicate that the greatly bettered situation developed last month was not a mere flash in the pan. Low-grade hardwoods continue to sell well, and yards are being pretty well cleaned up on stock of this character. Plain oak continues to hold first place in the call, and both white and red are selling well. Poplar is also in excellent demand. Cottonwood and gum have been strengthening in price. Chestnut is in good call, with some grades scarce. Ash is showing more life than usually. Quartered oak is selling well, and holders of this commodity are more cheerful over the outlook. Mahogany is in excellent call at rising prices.

ST. LOUIS

There has been a steady improvement here for all items on the hardwood list, particularly the lower grades. Box manufacturers have been busy and have consumed a large amount of cottonwood and gum, which items are quite scarce. Continued wet weather prevails in the South and the scarcity in cars is growing more serious. The one redeeming feature is that dry stocks are very scarce. The demand for plain oak is steadily getting better, and the consumption of car oak is increasing. Quartered red oak is improving in demand, but quartered red and plain oak is not much in request. Thick stock in ash is in fair demand. Poplar is moving well in the lower grades but there is not much movement in upper grades. There has not been much change in the cypress situation. Considering the recent inclement weather business has been quite good, especially in factory stock, which has been exceedingly active. The yard trade, however, has not yet developed to any great extent.

MILWAUKEE

The local hardwood market seems to be on a strong basis, and trade is showing steady improvement, despite the fact that winter weather is still prevailing. A record number of large buildings will be erected this spring, and trade is expected to take on a decidedly active tone just as soon as the building season is opened. Manufacturers in all lines are placing much better orders. Furniture manufacturers and implement concerns in this city and at Racine, Horicon and other points about the state are busy, and some good orders are being received from this source.

The supply of dry hardwood lumber is low and it is feared that a real shortage will be experienced this season. Birch and maple lead in demand, but there is a shortage in the upper grades of birch. Basswood is selling well, even in low-grade stuff, owing to the fact that the demand is better from the box manufacturers. Both hard and soft elm are in fair demand, although trade in this wood is never large in volume in this market. In southern woods plain red oak is holding its own, while quarter-sawed oak is stronger and in some cases higher. Prices as a rule are about unchanged as compared with a fortnight ago.

MINNEAPOLIS

There has been but little change in general conditions during the fortnight. Factories seem to prefer buying in a hand-to-mouth way and are not heavily stocked with lumber either in hardwood or western stock. Interior finish concerns report exceedingly dull business. There is a scarcity of some items on the hardwood list. However, the demand is not heavy, with the exception of 1-inch No. 2 and No. 3 basswood.

GLASGOW

The strike of the dockers has at last come to an end and it is sincerely to be desired, in the interests of the whole community and of the dockers themselves, that work at the harbor will now resume its normal course. The timber trade of this port has suffered severely. Practically no deliveries have been made from the various steamers for about three weeks, with the result that the market is now flooded with practically all kinds of lumber. It is therefore advisable for shippers to consign sparingly for some time to come in order that business may steady up again. The coal crisis is not yet over. It is expected that when this trouble is settled business will be steady and of good volume. The shipbuilding industry has never been better. The situation can be summed up thus—fair trade but a cloudy atmosphere.

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For one insertion .....20c a line
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For three insertions....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

COMMISSARY MAN

wants position. If you have an opening for a store manager, write to the National Commissary Managers' Association, 801 Manhattan Bldg., Chicago. Good men will be recommended without charge. Inquiries treated confidential if desired.

EXPERIENCED STORE MANAGER

desires to make a change. Has made good record. Will furnish best references. Address, "BOX 26," care HARDWOOD RECORD.

WANTED

by young Scotchman, position with reliable firm of wholesalers or export millmen. Has had fifteen years' experience in the British import trade. Is conversant with all freights and shipping facilities, and has had practical experience in the grading of lumber. Has just arrived on this side, and is open for suitable offers. Address "BOX 30," care HARDWOOD RECORD.

WANTED BY YOUNG MAN

fully up on modern office systems and methods, position as stenographer or accountant, office manager, or in some secretarial capacity which is his forte. Can earn salary of $1,800 to $2,000, but will accept decent living wage if opportunity for increase is assured when competency is proved. Can report for duty on short notice. Address "BOX 31," care HARDWOOD RECORD.

Have had charge of Michigan lumbering operations now about completed. Would entertain similar [illegible] of lumber operation.

SALARY RECEIVED AND EARNED, $6,000

Address BOX 32, care Hardwood Record.

EMPLOYES WANTED

WANTED

A reliable salesman located in Detroit or Indianapolis [illegible] Columbus, and one in Philadelphia, Boston or New York. One to specialize on white pine on a liberal commission basis. We control large stocks in Wisconsin and Idaho, also some W. Va. hardwoods, and southern yellow pine. [illegible] stock will give him strong and permanent backing, and all applications will be confidential, but will not be considered without good references. Only a man of high-class standing and able to control some trade need apply. Address "BOX 33," care Hardwood Record.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

TIMBER ESTIMATING

TIMBER ESTIMATES.

Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

LOGS WANTED

WANTED—SECOND-GROWTH

White Ash logs 8 to 16 feet long. Inspect at shipping point and pay cash.

S. N. BROWN & CO., Dayton, O.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—WHITE OAK

Veneer logs and quarter-sawed white oak flitches. Will buy logs from any point within a radius of 20c freight rate.

PUTNAM VENEER & LUMBER CO.,
Roachdale, Ind

Monon R. R. between Louisville & Chicago.
C., H. & D. between Indianapolis & Springfield.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

WANTED WAGON STOCK

100 cars Oak Bolsters, Poles and Reaches, also Pecan Axles. Will take stock green, inspect at mill and pay cash.

GILLETT LUMBER CO., INC., Gillett, Ark.

TIMBER LANDS FOR SALE

FOR SALE—HARDWOOD TIMBER

100,000,000 ft. virgin timber. Cottonwood, cypress, gum, ash, elm, oak. Tract consists of 12,000 acres, located in Louisiana, two miles from railroad, six miles from Mississippi River, near navigable stream for barge shipments. Favorable logging and milling conditions. Will sell timber or land and timber. Very reasonable terms. ILLINOIS BOX COMPANY, Alton, Ill.

FORTY ACRES OAK

31 ft. and less, a few Hickory, Walnut, etc., in Carroll Co., Ind. Call on J. HINDMAN, Delphi, Ind.

TENNESSEE HARDWOOD TIMBER TRACT

We own and offer for sale 3,200 acres of Oak, Hickory and Poplar timber; 70% white and chestnut oak of superior quality. Well located, close to R. R. Logging operations not difficult. Accurate estimate shows nearly 10,000,000 feet. Property underlaid with coal. Title good; will sell timber or fee. Will deal with actual prospective buyers only. A great bargain. Address "BOX 34," care HARDWOOD RECORD.

ARE YOU INTERESTED IN

Gum and red oak? I own in fee simple two small and carefully selected tracts of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

FOR SALE.

Two cars of plain oak dimension stock, 4-5/8" wide and wider, 46" to 57" long, clear one side & B.

TIFFIN HARDWOOD CO.,
Tiffin, Ohio.

LUMBER WANTED

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO.,
New Philadelphia, O.

LUMBER FOR SALE

HICKORY FOR SALE

2 cars 1¾x2¼ Hickory, 6 to 9 ft. A & B. grade. About 50 per cent 9 ft. f. o. b. Sparta, Tenn.
VAN BUREN LUMBER CO., Cummingsville, Tenn.

BUSINESS OPPORTUNITIES

FOR SALE

Timber tract of 1,300 acres, Ulster Co., N. Y., 130 miles from New York, with a complete plant for automatic and hand turning, dimension stock, kiln dried flooring, portable and stationary sawmill, fine water system, electric light plant. All machinery modern. Plant and machinery installed within past year. Will inventory $100,000 at lowest value. Will sell for half this amount. There is no business today offering greater inducements or larger profits than timber and lumber, and the manufacture of finished goods in this line. Several manufacturers using large quantities of lumber could combine and manufacture their own material with this plant, which would net them a handsome profit now going to the sawmill man, the middleman, and the dealer. Any lumber concern now buying its lumber could take up with this proposition and make a fortune; not a great deal of capital required under terms which will be made.

Send for printed descriptive circular. Address "ASSIGNEE," Lock Box 309, Livingston Manor, N. Y.

A WELL ESTABLISHED FIRM

of good standing, with offices in Toronto, Canada, wishes to connect with A1 hardwood lumber and veneer mills to represent same. Address "S. G." 28 Heath St., East, Toronto, Canada.

WANTED

Man with Mill and Oak timber. Have money to operate. Address "BOX 37," care HARDWOOD RECORD.

FOR SALE

One circular mill complete; 400,000 ft. hardwood logs on yard, 600,000 feet standing timber, one-half section land. Timber can be bought near mill at low figures to run it for several years. Location two miles from R. R. town. Will sell cheap and on easy terms. Address "BOX 35," care HARDWOOD RECORD.

FOR SALE.

1,400 acres Oak, Ash, Hickory, Gum, Cottonwood and Cypress stumpage in Arkansas County, Ark. Also new 15 to 20 M capacity circular Sinker-Davis mill, boiler, engine, trimmer, edger, cut-off saw, self-feed ripper, bolter, blowers, electric dynamo. Everything new and complete in running order. Mill can be seen in operation. Located on Cotton Belt R. R. Ample time given to remove timber.

Switch built to mill. Mill site and mule teams and wagons—everything in A1 shape. For particulars write to

"G," care HARDWOOD RECORD.

WANTED—TO PURCHASE

an active interest in a wholesale lumber concern or manufacturing plant. Prefer the selling end but am familiar with either. Address,

"BOX 28," care HARDWOOD RECORD.

FOR SALE.

Have fully equipped modern, spoke and wagon wood finishing plant, and two sawmills, all in operation. Have $100,000 annual trade with best houses in U. S.

Will sell right, or invest plants as capital stock in new corporation, against cash and well located hardwood timber tract. Address,

"BOX 27," care HARDWOOD RECORD.

FOR SALE

One seven-foot right-hand Clark band mill complete, filing room machinery, steam feed, live rolls, edger, trimmer, lath mill, sawdust and slab conveyors, planer and matcher, boilers and engine, all in good condition. Mill now in operation at Twin Rocks, Pa. Could give possession about April 1st. For particulars write WEBSTER GRIFFITH, Ebensburg, Cambria County, Pa.

WANTED MAN AND CAPITAL

to join me in a lumber and manufacturing plant. I have 10,000 acres of Poplar, Ash and Hickory stumpage to start with, also good mill. Address MAURICE EVERLY, Ashland City, Tenn.

OPPORTUNITY FOR WOOD-WORKING

industries Dover and Foxcroft, Me., situated in heart of vast forestry of Ash, Birch, Beech, Maple, Fir, Pine, Spruce, Cedar and Poplar, at junction of Maine Central and Bangor & Aroostook R. R.'s. Water, steam and electric power. No labor unions. Desirable place for home. Address C. O. PAINE, Dover & Foxcroft Board of Trade, Foxcroft, Me.

FOR SALE

Complete band sawmill; two room Standard dry kiln 20x104; 1 55-ton rod locomotive; 1 Rapid loader; 10 oxen; 2 four-wheel wagons; 4 eight-wheel wagons. Situated at Ruston, La., on two lines of railroad in good hardwood district.

UNITED LBR. CO., Ruston, La.

LOGS FOR SALE

WOULD LIKE TO HEAR

from parties in Indiana, Ohio and New York buying White and Red Oak, Ash, Maple, Elm and Hickory in the log. Address

"BOX 29," care HARDWOOD RECORD.

MISCELLANEOUS

FOR SALE CHEAP

One first-class second hand Kimball brougham, everything in good condition, including rubber tires; have pole and shafts. Address "BOX 36," care HARDWOOD RECORD.

COUNTERFEIT CHECKS

are frequent except where our

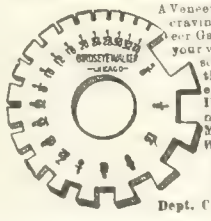
Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks Stencils and Log Hammers.





A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ¼ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address 6456 Woodlawn Ave. Phone Hyde Park 38.

Dept. C **WALKER BIRDSEYE**

CHICAGO

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
1508 MASONIC TEMPLE - CENT. 3825

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

The Columbia Hardwood Lumber Co.
Wholesale and Retail
HARDWOOD LUMBER
Southern Hardwoods a Specialty
2048-2084 Dominick Street, CHICAGO
Nashville Yard: Foster St. & L. & N. R.R. Track, Nashville, Tenn.

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

Will not come to pieces and they are in the furniture

Do you see the point?

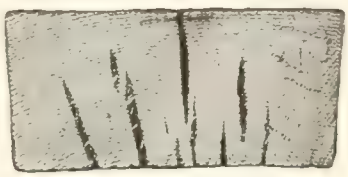
When you buy veneered panels from us at a given price, you know what they cost. You run no risk of loss from defects, etc.—that's up to us.

Of course we make a profit, but, if we manufacture and sell better panels to you, at less cost than you can make them, relieving you of all risk and worry, machinery investment, etc., aren't you a gainer in the transaction, too?

It is because of unusual manufacturing facilities, factory organization, long experience, etc., that we are enabled to do this. We manufacture all kinds of built-up panels, in any wood, according to your specifications.

May we submit samples for your inspection?

THE GORHAM BROS. COMPANY, Mt. Pleasant, Michigan



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

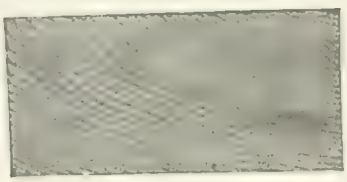
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

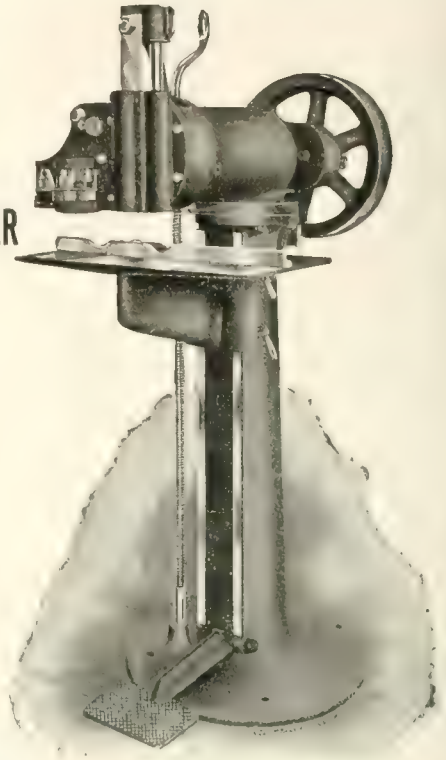
Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

BRANCHES

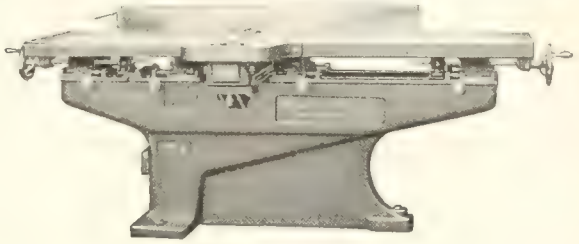
CHICAGO, ILL. 318 Fisher Bldg.
NEW ORLEANS, LA. 421 Carondelet St.
SAVANNAH, GA. 501 Germania Bk. Bldg.

C-113



Woodworking Machinery

H.B. SMITH MACHINE COMPANY SMITHVILLE, N.J.



A Model Hand Planer or Jointer

Shannen Refrigerator Works

ESTABLISHED 1888
BUILDERS OF HIGH GRADE

Cold Storage Houses a Specialty

Market, Hotel and Restaurant Refrigerators

UNDER THE SHANNEN PATENTS

Counters, Butcher Blocks, Racks, Tools and General Supplies

SHOW CASES, BANK, OFFICE AND STORE FIXTURES
PHONE ATLANTA 647 PHONE BELL M 3266
601 EAST FAIR ST

Atlanta, Ga., October 28th'11

Messrs. H.B. Smith Company
Smithville,
N.J.

Gentlemen:-

Enclosed please find our check to cover balance of account to date.

The 12" Hand Planing machine has been installed and we are pleased to advise that same is giving the very best service possible; and we are well pleased with this machine, as we are with all machines purchased from your Company.

Thanking you for past favors, we beg to remain,

Yours very truly

Dwight P. Warren
Manager.

VPW/AL

The Jointer above referred to is the most substantial in design and embodies all improvements of any value, including a New Round Combination Head.

For further particulars concerning above and other Wood-Working Machines, address:

H. B. Smith Machine Co.

Smithville, N. J., U. S. A.

Offices

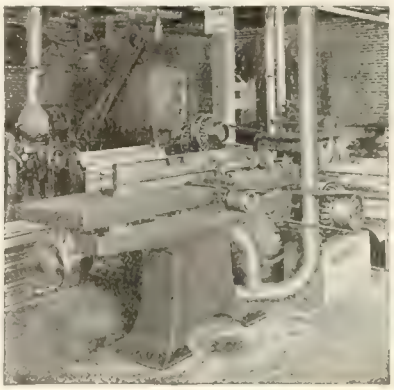
New York **Chicago** **Atlanta** **Memphis**

79-2072

Westinghouse Motors

will increase the output of your plant without increasing your running expense.

Put one of these motors on each one of your wood-working machines, making each independent of all others, arrange all the machines for minimum handling of material, operate each machine at just the proper speed, and then watch the profits increase.



Jointer Driven by Westinghouse Motor

The motors will stay on the job continuously, day and night if necessary, and your power bills will be surprisingly low. No extra power charges for overtime work. The power used is always in exact proportion to the work done; you don't have to drive a few hundred feet of shafting to run one machine.

Our men are thoroughly familiar with the application of Westinghouse motors to wood-working machines. Their advice is free; ask for it.



Rip Saws Driven by Westinghouse Motors

Westinghouse Electric & Manufacturing Co.

East Pittsburgh, Pa.

Sales Offices in Forty-five American Cities

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

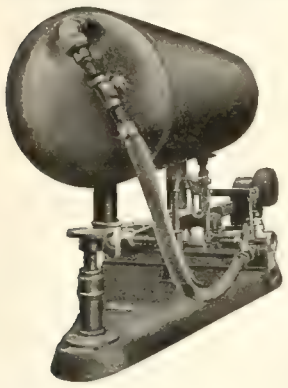
1211 Whitney Central Building, New Orleans

1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle

1104 Spalding Bldg., Portland



The
Morehead Condenser Trap makes its own Vacuum

and PULLS the accumulated water and air out of your steam lines, insuring rapid circulation. Enables you to cut down your boiler pressure on direct heating systems.

Particularly adapted for use in connection with reduced pressure and Exhaust Steam Heating Systems, Dry Kilns, Dryers, Fan Stacks, Etc.

Write for Particulars and Trial Trap

Morehead Mfg. Co.

Dept. "8" Detroit, Mich.

STOCKS CARRIED IN
New York Philadelphia Chicago San Francisco Los Angeles
Wichita, Kan. Memphis, Tenn. New Orleans, La.
Birmingham, Ala. Chatham, Ala.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

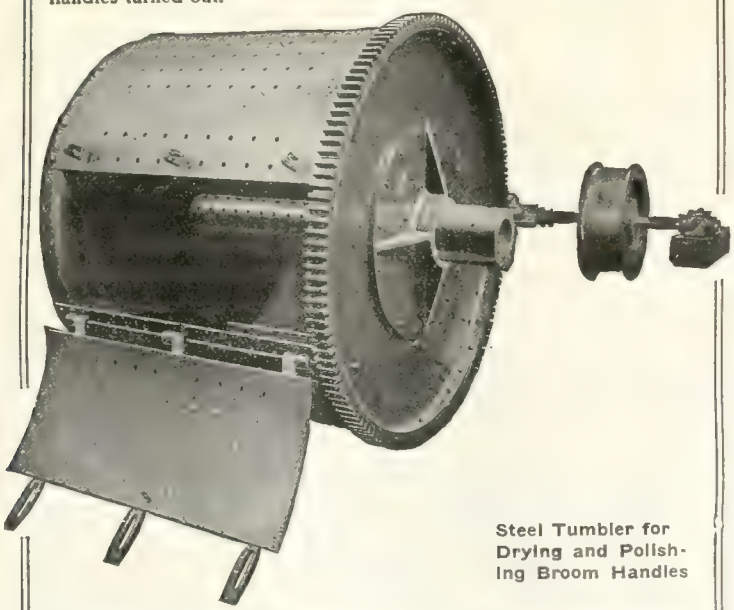
BRANCH OFFICES

NEW YORK, N.Y., Hudson Terminal. CHICAGO, Ill., Railway Exchange
ST. LOUIS, Mo., Security Building. PORTLAND, Ore., Spalding Bldg

Cable Address:—"Baldwin, Philadelphia."

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

LEADING

VENEER

MANUFACTURERS

OF THE U. S.

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price-buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL — FACTORY AND MAIN OFFICE

MELLEN — VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE

WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street, Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM — OAK — BIRCH
BEECH — MAPLE — BASSWOOD
CURLY BIRCH — BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS — BACK PANELS — CENTER STOCK
BACKING — PIANO PIN BLOCKS — BIRCH DOOR STOCK
CURLY BIRCH — BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

NEW YORK OFFICE, 200 Fifth Ave.

LEADING

VENEER

MANUFACTURERS

OF THE U. S

Veneers and Panels with a Reputation

We manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Rotary and
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT
CHERRY
VENEERS
ASH
MAPLE

AND HARDWOOD LUMBER

Let us send you Stock List FORT WAYNE, IND.

Panels of Quality

1/16 3 PLY BIRCH DOOR PANELS

Special Price to Anyone Who Can Use the Lot

1,250 Pieces 10 - 1 16x21½
200 Pieces 10 - 1 16x19
300 Pieces 10 - 1 16x17
500 Pieces 10 - 1 16x15
250 Pieces 9 11 16x21½
150 Pieces 11 x28
600 Pieces 11 x21
300 Pieces 10 x19
150 Pieces 11 x15
250 Pieces 11 x24

THE CADILLAC VENEER CO.
CADILLAC MICHIGAN

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops Chair Backs
Drawer Fronts
Roll and Saddle Seats
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best
Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City
Sheboygan, Wis. Newport, Vermont
177 Pacific Ave. Jersey City, N. J.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

SOFT ELM	BIRCH
14,000′ 5/4 No. 1 Com.	60,000′ 4/4 No. 1 and 2 Com.
20,000′ 5/4 No. 2 Com.	15,000′ 5/4 No. 1 Com.
25,000′ 5/4 Log Run.	25,000′ 5/4 No. 2 Com.
8,000′ 6/4 No. 1 Com.	100,000′ 5/4 No. 1 Com. & Bet.
15,000′ 8/4 No. 1 and 2 Com.	17,000′ 6/4 No. 1 Com. & Bet.
200,000′ 6/4 Log Run	MAPLE
BASSWOOD	300,000′ 4/4 No. 3 Com.
20,000′ 4/4 No. 1 Com.	15,000′ 5/4 1sts & 2nds.
15,000′ 4/4 No. 1 and 2 Com.	10,000′ 6/4 No. 1 & 2 Com.
40,000′ 6/4 1sts and 2nds	40,000′ 6/4 No. 1 Com. & Bet.
25,000′ 6/4 No. 1 Com.	60,000′ 8/4 No. 3 Com.
20,000′ 6/4 No. 2 Com.	200,000′ 12/4 No. 3 Com.

WE ARE IN A POSITION TO CONTRACT FOR THE FOLLOWING:
3,000,000 feet Maple. 1,000,000 feet Basswood.
1,000,000 feet Elm. 1,000,000 feet Birch.

Von Platen Lumber Co.
Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

11,000′ 4/4 1st & 2nds Black Ash.
70,000′ 4/4 No. 1 Com. & Bet. Basswood.
11,000′ 8/4 No. 2 Com. Basswood.
10,000′ 4/4 1st & 2nds selected Red Birch
10,000′ 5/4 No. 2 Com. & Bet. Birch.
40,000′ 6/4 No. 2 Com. & Bet. Birch.
25,000′ 8/4 1st & 2nds Birch.
10,000′ 12/4 No. 1 Com. & Bet. Birch.
15,000′ 8/4 No. 2 Com. & Bet. Beech.
17,000′ 4/4x11" & up 1st & 2nds Hard Maple.
17,000′ 4/4x8 to 10" 1st & 2nds Hard Maple.
30,000′ 8/4 No. 1 Com. & Bet. Hard Maple.
3,000′ 10/4 No. 1 Com. & Bet. Hard Maple.
8,000′ 12/4 No. 1 Com. & Bet. Hard Maple.
8,000′ 16/4 No. 1 Com. & Bet. Hard Maple.

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17".	85,000	Clear Saps	25,000
4/4 Panel & Wide, No. 1, 18" & up	15,000	Selects	19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY
DETROIT

"Chief Brand" Maple and Beech Flooring

in ⅝, ¾ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Salt Lick Lumber Co.

SALT LICK • • • • KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH

Oak Flooring

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

C. M. JENNINGS, Pres. and Treas. A. C. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.

BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

OAK, GUM, CYPRESS, Etc.

We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.

Lumbermen's Building ST. LOUIS, MO.

Penrod Walnut & Veneer Co.

Walnut and Oak

VENEERS

Kansas City, Mo.

New Veneer Plant on Mill Building Site at Helena, Arkansas

Ready March Fifteenth

The Louisville Veneer Mills

MANUFACTURERS OF

VENEERS
THIN LUMBER
PANEL STOCK

LOUISVILLE KENTUCKY

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill.
Mill Connections Seperton, Wis.
Storage Yard in Connection.
Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. Write Today for Catalog and Prices

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.

FOR PROMPT SHIPMENT

4/4 and 6/4 1 & 2 Plain Oak. Also No. 1 Common 4/4 wide Poplar. 4/4 to 8/4 No. 1 Common and Select Poplar. Also No. 2 Common. 4/4 and 5/4 No. 1 Common Red Gum. 3/8 and 13/16" Select and Clear Oak Flooring. 5" and 6" Poplar Bevel Siding, Clear and Select grades.

VENEERS—
Williamson Veneer Co.
Baltimore, Md.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

GILCHRIST-FORDNEY COMPANY
LAUREL, MISSISSIPPI
MANUFACTURERS
Long Leaf Yellow Pine
Domestic and Export Trade
150,000 FEET DAILY

H. H. HITT LUMBER CO. FALKVILLE, ALABAMA
TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red		WHITE ASH	
4/4, 1s & 2s	65,000	4/4, 1s & 2s	1,100
4/4, No. 1 Common	135,000	4/4, No. 1 Common	5,900
4/4, No. 2 Common	50,000	4/4, No. 2 Common	1,400
		8/4, 1s & 2s	6,300
PLAIN OAK—White		8/4, No. 1 Common	3,900
4/4, No. 1 Common	115,000	8/4, No. 2 Common	3,000
4/4, No. 2 Common	40,000	POPLAR	
5/4, No. 1 Common	90,000	4/4, 1s & 2s	13,110
5/4, No. 2 Common	55,000	4/4, No. 1 Common	115,000
		4/4, No. 2 Common A	69,000
QUARTERED OAK—White		4/4, No. 2 Common B	58,000
4/4, 1s & 2s	52,000	4/4, 9-12 Box Boards	8,000
4/4, No. 1 Com	76,000	4/4, 13-17 Box Boards	18,500
		4/4, Panel, 18 up	17,750
QUARTERED OAK—Red		Gum—Red, Log Run, 4/4	24,100
4/4 1s & 2s	4,200	Gum—Sap, Log Run, 4/4	92,000
4/4, No. 1 Com	5,300	Gum—Sap, Log Run, 6/4	29,000

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT
HUMBOLDT, · TENNESSEE



Otis Manufacturing Co.
Importers and Manufacturers exclusively of
Mahogany
NEW ORLEANS, LA.
We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.
Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

Garetson-Greason Lumber Co.
1002-1005 Times Bldg., ST. LOUIS
Manufacturers of and Dealers in
ASH, OAK, GUM AND CYPRESS LUMBER
YARD TRADE A SPECIALTY

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

JACKSON QUALITY and JACKSON SERVICE get us our orders.
JACKSON QUALITY and JACKSON SERVICE keep the account on our ledger.
JACKSON QUALITY can't compete with the "lowest bidder."
JACKSON PRICE can compete with the "best quality bidder."
You know the difference when buying a suit of clothes or overcoat. Lumber is lumber, but there is a difference.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

A FEW ITEMS OF DRY STOCK

We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4 4 1sts & 2nds Plain White Oak.
5 cars 4 4 No. 1 Common Plain White Oak.
10 cars 4 4 No. 3 Common Plain Oak.
5 cars 4 4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4 4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

Ask Us for Prices

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**

Sales Offices **Cape Girardeau, Mo.**

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond **4 L Co.** Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

THE ALTHAUSER-WEBSTER-WEAVER LUMBER CO.

INCORPORATED

Nashville, Tennessee

MANUFACTURERS OF

HARDWOOD LUMBER

WOOD CONSUMING PLANTS ATTENTION

Our band mill will saw for you Quartered Oak to suit your requirements. We solicit your inquiries for special contracts.

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER
OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak
10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

18th and Indiana, KANSAS CITY, MO.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Keith & Hiles Lumber Company

CRANDON, WISCONSIN

If you can use any portion of the following well-manufactured, Dry Hardwoods, in Standard Grades, it will be to your advantage to write us:

25,000 feet 5/4 No. 3 Common Hard Maple.
12,000 feet 8/4 No. 3 Common Hard Maple.
10,000 feet 8/4 No. 3 Common Birch.
50,000 feet 4/4 No. 2 Common and better Soft Elm.
24,972 feet 4/4 No. 2 Common and better Rock Elm
32,000 feet 6/4 No. 2 Common and Better Rock Elm.
295,347 feet 8/4 No. 2 Common and better Rock Elm.
50,000 feet 8/4 No. 3 Common and better Rock Elm.

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF ALL KINDS OF

HARDWOOD LUMBER

"ROBBINS"
Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

The Linderman Automatic Jointer SAVES from 5 to 30 $ Per Day



The Taper Wedge Dovetail Glue Joint keeps the glue on the jointed edge, then locks the lumber together, forcing the glue into the pores of the wood, making a perfect and permanent weld.

The Glue Joint That Saves Time, Worry and Money

If you do not know what has happened in jointing lumber this last year, an investigation will surprise you.

It is no longer necessary. Yes, it is wasting money to make four to six operations to make a glue joint.

The Taper Wedge Lock Joint just puts other joints out of business when you compare their strength and durability. The tests at the Purdue University proved it and now there are so many factories using the "Linderman," making high-grade, solid furniture, that it is no trouble to get facts.

The "Linderman" has been redesigned from the ground floor up. The changes are made instantly. It is as profitable to the small manufacturer making a variety of articles as to the larger factory, making but one.

Can you afford to pay several prices for your jointed panels, when the "Linderman Automatic Jointer" takes your lumber from the cut-off saw and by one simple operation makes panels any width without lumber waste at a cost of $1.25 per thousand feet, board measure, glue included?

And this is not all. It saves time, congestion, floor space, and trucking.

The factories using the "Linderman" are also making hundreds of dollars in their lumber purchases, and the waste that used to be sold for kindling or burned is now made into inside work, such as backs, bottoms, sides, etc.

Let us tell you how much more money you can make by using the "Linderman."

Linderman Machine Co.

1100-1200 Lake Street

90 West St., N. Y. Muskegon, Mich. Woodstock, Ont.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL. Eastern Sales Office, 338-340 Land Title Bldg., PHILADELPHIA, PA.

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR LUMBER CO.

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

NATIONAL HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, MARCH 25, 1912 | Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

40 M ft. 5/8" Sap Poplar.
175 M ft. 5/8" No. 1 Com. Poplar.
60 M ft. 5/8" No. 2 Com. Poplar.
210 M ft. 1" No. 1 Com. Poplar.
190 M ft. 1" No. 2 Com. Poplar.
80 M ft. 1½" No. 2 Com. Poplar.
200 M ft. 2" No. 2 Com. Poplar.
15 M ft. 1¼" No. 1 & 2 Qtd. Pop.
80 M ft. 1½" No. 1 Com. Chestnut.
38 M ft. 2" No. 1 Com. Chestnut.
115 M ft. 1" No. 1 & 2 Qtd. W. Oak.
140 M ft. 1" No. 1 Com. Qtd.W.Oak.
30 M ft. 1" Strips Com.Qtd.W.Oak.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

"CHICKASAW BRAND" OAK FLOORING Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

84 Williams Street NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks.
Special grades for Veneering.

Mahogany
5/8 inch to 5 inches thick.
Thoroughly Dry. Especially fine for Figure and Texture.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Cedar
Florida-Tennessee Stock.
Straight cars from Mills. Local Shipments from Philadelphia Yard.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

White Pine
All Grades and Thicknesses.
Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.

Philadelphia, Pa.

WE WOULD LIKE TO TALK TO YOU

about the following items. Ask for delivered prices. You will find them attractive:

2 cars 5/8" No. 1 Common Plain Red Oak
3 cars 3/4" No. 1 Common Plain Red Oak
6 cars 4/4" No. 1 Common Plain Red Oak
4 cars 4/4" No. 2 Common Plain Red Oak
4 cars 5/4" 1s & 2s Plain Red Oak
3 cars 4/4" Panel Poplar, 20" & up wide
3 cars 5/4" No. 1 Common Poplar
5 cars 4/4" No. 1 Common Walnut

The Fullerton-Powell Hardwood Lumber Company
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

COLUMBUS **OHIO**

We Want to Move the Following

2 cars 4/4 No. 1 Com. White Oak.
3 cars 4/4 No. 2 Com. White Oak.
5 cars 4/4 No. 1 Com. Poplar.
7 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 No. 3 Com. Chestnut.
3 cars 4/4 Log Run Maple.
3 cars 8/4 Log Run Maple.
2 cars 4/4 Log Run Basswood.
1 car 4/4 Log Run Birch.
2 cars 6/4 Log Run Hickory.
1 car 8/4 Log Run Hickory.

The above is first-class stock in every respect, and dry.

SEND US YOUR INQUIRIES

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. February 13th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Fed.	4 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
4/4	Elm & Basswood No. 4 Common	70 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. February 13th, 1912

4/4	Birch 1s & 2s Fed.	6 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	14 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	26 M
6/4	Hard Maple No. 1 & 2 Common	25 M
6/4	Hard Maple Step, 1s & 2s	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

2,000,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

BAY CITY, MICH.

All of the above stock is band sawn and trimmed



For Immediate Shipment

RED GUM

3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY & CO., 343 South Dearborn Street, CHICAGO

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

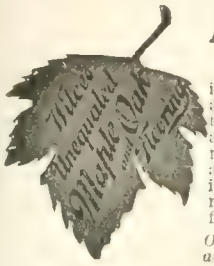
1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

J. RAYNER
VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND
WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES
CANAL 1830
CANAL 1831

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak. Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.

You can't afford to be without **The *Gibson Tally Book***

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

Hardwood Record :: :: :: *Chicago*

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard

Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

5/8 & 4/4 No. 1 & Panel Poplar 24" and up
5/8 Sap No. 1 Common and No. 2 Common Poplar
6/4 & 8/4 No. 2 Common Poplar
} *All band sawed and equalized*

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK

156,000 ft. 4/4 1s & 2s
36,000 ft. 5/4 1s & 2s
24,000 ft. 6/4 1s & 2s
38,000 ft. 8/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK

18,000 ft. 4/4 1s & 2s
12,000 ft. 5/4 1s & 2s
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK

32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD

36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR

24,000 ft. 5/8 1s & 2s, 8-18"
18,000 ft. Box Boards, 13-17"
46,000 ft. 4/4 1s & 2s, 7-17"
26,000 ft. 4/4 Panel & wide. No. 1
18 & 19".
20 & 21"
22 & 23".
24" & up
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
66,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT

24,000 ft. 4/4 1s & 2s
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH

18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

MARCH BARGAIN LIST

150,000 ft. 1" No. 1 Tennessee Red Cedar.
25,000 ft. 1" Ones and Twos Wormy Chestnut.
50,000 ft. 1" No. 1 Common Wormy Chestnut.
150,000 ft. 1" No. 1 Common Poplar.
100,000 ft. 1" No. 2 Common Poplar.
75,000 ft. 1" Ones and Twos Plain White Oak.

Prompt Service! Low Prices! Standard Grades!

Write for complete stock and price list

LOVE, BOYD & CO.

Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

"Stearns"

THE HOUSE OF QUALITY

Mr. Chair-man:—

END CURED WHITE MAPLE WILL BE SCARCE THIS SPRING. BETTER GET YOUR REQUIREMENTS COVERED PROMPTLY

WE HAVE A SURPLUS OF FIVE QUARTER INCH. IT'S BEAUTIFUL STOCK.

PHONE OUR EXPENSE — **WIRE** OUR EXPENSE — **WRITE** YOUR EXPENSE

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

LAMB-FISH LUMBER CO.

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
Universal
Hardwood
Western Union

Cable Address—Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

FEBRUARY 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	1/4	5/4	6/4	8/4	10/4	12/4
FAS QRTD. WHITE OAK, 6" & UP	.....	.....	.....	5,000	10,000	16,000	150,000	10,000	2,000	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK, 4" & UP	.....	.....	.....	2,000	.....	15,000	140,000	6,000	4,000	.....	.....	.....
NO. 2 COM. QRTD. WHITE OAK	.....	.....	.....	.....	.....	.....	126,000	.....	.....	.....	.....	.....
NO. 1 COM. QRTD. WHITE OAK STRIPS	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....	.....	.....
FAS PLAIN WHITE OAK, 6" & UP	.....	.....	.....	3,000	.....	.....	.....	.....	.....	44,000	4,000	.....
NO. 1 COM. PLAIN WHITE OAK, 4" & UP	.....	.....	.....	2,000	2,000	.....	50,000	.....	.....	2,000	10,000	.....
NO. 2 COM. PLAIN WHITE OAK	.....	.....	.....	.....	.....	2,000	.....	2,000	.....	.....	.....	.....
FAS PLAIN RED OAK, 6" & UP	.....	.....	.....	.....	2,000	10,000	152,000	28,000	.....	.....	.....	.....
NO. 1 COM. PLAIN RED OAK, 4" & UP	.....	.....	.....	.....	.....	55,000	30,000	1,000	18,000	.....	.....	.....
NO. 2 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	.....	7,000	.....	.....	.....	.....
NO. 3 COM. PLAIN RED OAK	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
OAK CORE STOCK	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
FAS RED GUM, 6" & UP	.....	.....	30,000	53,000	40,000	43,000	70,000	36,000	18,000	15,000	.....	.....
NO. 1 COM. RED GUM, 4" & UP	24,000	27,000	23,000	19,000	62,000	17,000	18,000	56,000	15,000	.....	.....	.....
NO. 1 COM. & BTR. FIGURED RED GUM	.....	.....	.....	.....	.....	.....	50,000	12,000	.....	.....	.....	.....
FAS SAP GUM, 6" & UP	.....	20,000	11,000	9,000	13,000	35,000	49,000	53,000	2,000	2,000	5,000	3,000
FAS SAP GUM, 18" & UP	.....	.....	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....
BOX BOARDS, 13-15"	.....	.....	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....
NO. 1 COMMON SAP GUM, 4" & UP	1,000	.....	11,000	40,000	27,000	10,000	53,000	49,000	8,000	2,000	.....	.....
NO. 2 COMMON SAP GUM	.....	.....	.....	.....	16,000	6,000	209,000	.....	11,000	2,000	.....	.....
NO. 3 COMMON SAP GUM	.....	.....	.....	.....	.....	.....	30,000	40,000	.....	.....	.....	.....
CLEAR SAP GUM STRIPS	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
NO. 1 COMMON ASH	.....	.....	.....	.....	.....	.....	.....	.....	3,000	5,000	.....	.....
LOG RUN CYPRESS	.....	.....	.....	.....	.....	.....	.....	.....	.....	78,000	.....	.....
LOG RUN ELM	.....	.....	.....	.....	.....	.....	.....	.....	3,000	30,000	.....	.....
TUPELO GUM BOX BOARDS, 13" TO 15"	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
COMMON & BETTER TUPELO GUM	.....	.....	.....	.....	.....	.....	11,000	.....	.....	.....	.....	.....
LOG RUN HICKORY	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 **Station G, Memphis, Tenn.**

Mills at Memphis, Tenn., and Mound, Ark.

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WE WANT TO SELL

1" to 2" Qrt. W. O., all grades.
1" to 3" Qrt. R. O., all grades.
1 car 1"x3½" to 5½" Cl. Qrt. R. O. strips.
1 car 1½" No. 1 Com. Pln. W. O.
1 car. ¾" No. 1 Com. & Bet. Qrt. R. O.
6 cars 1" No. 1 Com. Pln. R. O.
1 car 1¼" No. 1 Com. Pln. R. O.
2 cars 1½" No. 1 Com. Pln. R. O.
2 cars 1¾" No. 1 Com. Ash.
1 car 4" 1 & 2 Ash—12'.
2 cars 1" Sap Poplar.
3 cars 1" No. 1 Com. Poplar.
1 car 1¼" No. 1 Com. Poplar.
2 cars 1" FAS Sap Gum.
1 car 1" 18" & up Panel Gum.

VANDENBOOM-STIMSON LUMBER CO.

MEMPHIS, TENNESSEE

WE WANT YOUR BUSINESS

STANDARDIZE YOUR PLANT WITH

DEFIANCE

WOOD-WORKING MACHINES

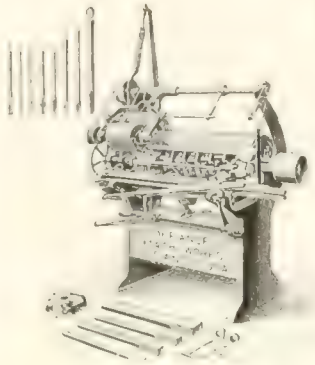
AND YOU WILL ALWAYS FIND SATISFACTION

They are indestructible and long lived, being built from high-grade materials and upon correct mechanical principles.

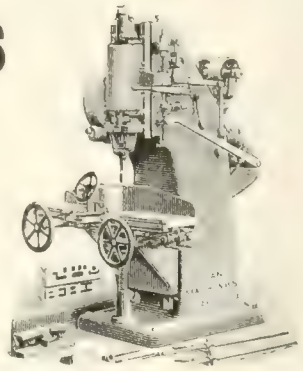
No Line Like an Old Line

We have been building DEFIANCE machines for over sixty years and each year adds new laurels to their trophies.

Let us send you our new catalog and quote you in detail.



32 Spoke Lathe

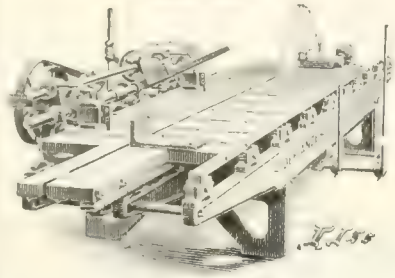


Hollow Chisel Mortiser

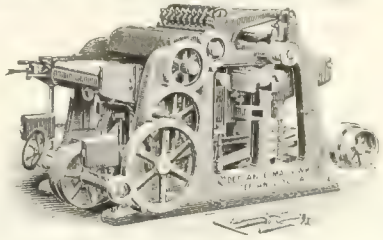
THE DEFIANCE MACHINE WORKS

414 PERRY STREET, DEFIANCE, OHIO

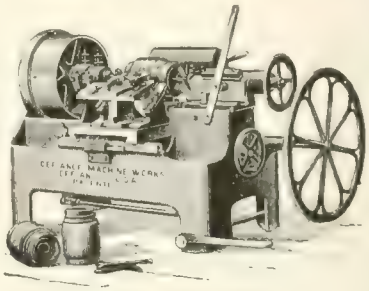
Exhibit at 1219 Washington Blvd., Chicago



No. 6 Bolting Saw



20 Double Surface Planer



No. 1 Hub Lathe



THE BEST HARDWOOD FLOORING

BAY CITY

HANSON-WARD VENEER CO.

MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

They Must Deliver the Goods

Or the Largest Veneer Buyers Would Not Always

Go to Cincinnati

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a pronounced individuality.

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

CINCINNATI

THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER LUMBER CO.

GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.

Manufacturers and Wholesalers of Quartered and Plain

Red and White Oak, Ash, Poplar, Chestnut, Gum

and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

3 cars 8/4 S. W. Chestnut, 1-yr. dry.
3 cars 4/4 1s & 2s Cottonwood, 6″ to 12″.
12 cars 4/4 1s & 2s Cottonwood, 6″ & up.
2 cars 4/4 Com. Cottonwood.
3 cars 4/4 1s & 2s Red Gum.
3 cars 4/4 Com. Red Gum.
7 cars 4/4 1s & 2s Sap Gum.
3 cars 4/4 Box Boards Gum, 13″ to 17″.
1 car 4/4 Panel Poplar, 30″ & up.

CINCINNATI
THE GATEWAY OF THE SOUTH

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4″ 10″ & up 1s & 2s Ash.
1 car 8/4″ 1s & 2s Ash.
1 car 5/8″ 1s & 2s Qtd. W. Oak.
1 car 5/8″ 3½″ to 5½″ Clear Strips Qtd. W. Oak.
1 car 3/4″ 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4″ No. 1 Common Qtd. W. Oak.
½ car 4/4″ 12″& up 1s & 2s Plain Red Oak.
½ car 4/4″ 12″ & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

Write CARRIER

FOR LOW PRICES ON HIGH GRADE HARDWOODS, CYPRESS AND YELLOW PINE

ANXIOUS TO MOVE

4/4 No. 1 and Panel Cottonwood, 22″ and wider.
4/4 No. 1 Common Plain Red and White Oak.
2″, 3″, 4″ 1s and 2s and Tank La. Red Cypress.

U. A. CARRIER
409 BELL BLOCK, CINCINNATI, OHIO

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

2 cars 1″ 1sts & 2nds Cherry, good widths and lengths.
1 car 5/4 1sts & 2nds Cherry, good widths and lengths.
1 car 1″ No. 1 Common Cherry, good widths and lengths.
1 car 1″ No. 3 Common Cherry, good widths and lengths.
500,000 ft. 1″ dry Chestnut, all grades.
200,000 ft. 6/4 dry Chestnut, all grades.
750,000 ft. 1″ log run Basswood.
30,000 ft. 3″ log run Basswood.
50,000 ft. 2″ log run Basswood.
1 car 2″ No. 2 Common Basswood.
2 cars 1″ 1sts & 2nds Ord. Ohio White Oak.
3 cars 1″ No. 1 Common Ord. Ohio White Oak.
1 car 1″ No. 2 Common Ord. Ohio White Oak.

EDWARD C. BRADLEY
702 Gerke Building, Cincinnati, O.

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write
THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

CASH BUYERS OF OAK PLANK AND TIMBER FOR EXPORT

We are cash buyers of Wagon Oak Plank, and free-of-heart Scantlings; inspection at shipping point. Correspondence solicited.

THE HOWARD & BARBER LUMBER CO.
(309 PROVIDENT BANK BUILDING)
CINCINNATI, OHIO

WE WANT TO BUY

1″, 1¼″, 1½″ 1s & 2s AND NO. 1 COMMON SAP GUM
1″, 1½″ & 2″ 1s & 2s AND NO. 1 COMMON RED GUM
1″ NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS
OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

BENNETT & WITTE
JUST A FEW OF OUR SPECIALS
1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.
1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.
Main Office
CINCINNATI, OHIO
222 W. 4th Ave.
SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

L. W. RADINA & CO.
DEALERS IN
POPLAR AND HARDWOODS
CINCINNATI : : OHIO

WE HAVE IT
W. W. DEMPSEY
MANUFACTURER AND WHOLESALER OF
HARDWOODS
ASH
1" thick
2" thick
2½" thick
3" thick
4" thick
CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy
Will quote attractive price on
100,000 ft. 4/4 No. 1 Com. Ash
Band Sawed Stock
A line brings price by return mail
WRITE NOW—NOT TOMORROW
GENERAL OFFICES JOHNSTOWN, PA.
NEW YORK OFFICE NO. 18 BROADWAY

THE JACKSON LUMBER COMPANY
JACKSON, TENN.

ANDREW JACKSON
You do not hesitate about sending your orders to Marshall Field's, Wanamaker or Tiffany. Why?
You buy an Elgin or Waltham watch without argument as to worth. Why?
Because you consider the name as a guarantee of quality.
JACKSON QUALITY and JACKSON SERVICE is guaranteed by our reputation and financial worth.
BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

An Unusual Opportunity in Veneer and Lumber Manufacturing
¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.
¶ Plant and equipment complete, and strictly modern in every detail.
¶ Center of unusual field of sale and distribution, including large local trade.
¶ Best and cheapest location for source of supply of both domestic and foreign logs.
¶ Institution has never failed to pay handsome dividends on investment.
¶ Business can easily be increased, with present facilities, to much larger volume.
¶ Everything open to strictest scrutiny and investigation.
¶ A big opportunity for the right man.
¶ Will consider negotiations only with principals, and in confidence. ADDRESS B 47, CARE
HARDWOOD RECORD, Chicago

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

1 car 5/8 Sap Poplar
5 cars 4/4 No. 2 A Common Poplar
5 cars 4/4 Log Run Basswood
2 cars 6/4 Log Run Basswood
5 cars 4/4 Common & Better Plain Oak

YOU GET WHAT YOU BUY

TIMBER PRODUCTS

C. L. Brown

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: WAUGATUCK, W. VA., AND MANTON, W. VA.

Peytona Lumber Company

Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

3 cars 5/4 No. 2 Common Poplar.
3 cars 6/4 No. 2 Common Poplar.
2 cars 4/4 No. 1 Common Select Poplar.
2 cars 5/4 No. 1 Common Select Poplar.
2 cars 6/4 No. 1 Common Select Poplar.
1 car 8/4 No. 1 Common Select Poplar.
2 cars 4/4 Clear Sap Poplar.
10 cars 4/4 No. 2 Common & Better Basswood.
2 cars 6/4 Sound Wormy Chestnut.

All high-grade band sawn stock. Good widths and large percentage 14 ft. and 16 ft. long.

28,000 ft. 4/4 Nos. 1 and 2 Plain White Oak, 15" and up wide.
20,000 ft. 4/4 No. 1 Common Plain White Oak, 15" and up wide.
36,000 ft. 4/4 Nos. 1 and 2 Plain Red Oak, 15" and up wide.
66,800 ft. 4/4 No. 1 and Panel Poplar, 24" and up wide.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

A New Idea In Selling Lumber

When people bought lumber a few years ago, all they expected and got was —lumber.

Now they are beginning to expect, and to get, more than that.

High-grade service, in the matter of suggestions as to the kind and grade best suited to a given use; in the making up of mixed cars, and in looking after the necessary detail work involved in rapid transit, is characteristic of members of the Louisville market.

There is a big advantage in getting expert and disinterested advice of this kind.

We say disinterested; because, as we can give you lumber and veneers of any kind, what we are chiefly interested in is giving you the kind that will do your work most efficiently and cheaply; in other words, in making you a satisfied customer.

Whether you buy for your own use or to sell again, you can use this kind of service profitably. If you want anything in the hardwood line, whether plain oak, poplar, ash, cottonwood, gum or mahogany; whether thick lumber or thin; veneers or panels, write to members of the

LOUISVILLE HARDWOOD CLUB

EDWARD L. DAVIS LUMBER CO.
BOOKER-CECIL CO.
LOUISVILLE POINT LUMBER CO.
LOUISVILLE VENEER MILLS.
C. C. MENGEL & BRO. CO.
NORMAN LUMBER & BOX CO.
OHIO RIVER SAW MILL CO.
W. P. BROWN & SONS LUMBER CO.

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

THOS. E. COALE LUMBER COMPANY

FRANKLIN BANK BLDG., PHILADELPHIA, PA.

WE ARE LARGE DISTRIBUTORS OF EVERY VARIETY OF FOREST PRODUCTS IN THE EASTERN MARKET, AND ARE ALWAYS IN THE MARKET FOR DESIRABLE LOTS OF STRUCTURAL, CAR BUILDING AND FINISHING HARDWOODS. KEEP US POSTED ON WHAT YOU HAVE TO OFFER.

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

IF YOU WANT QUALITY

OAK—CHESTNUT—POPLAR

LET US HAVE YOUR INQUIRIES

J. S. KENT CO., PHILADELPHIA

W. R. TAYLOR LUMBER COMPANY

1023 LAND TITLE BUILDING, PHILADELPHIA

WHITE PINE FOR PRESENT OR FUTURE DELIVERY

150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar—mostly A.

Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

WE WILL NOT MIX GRADES

HADENTINE LUMBER COMPANY

6th AND PENN STREETS, CAMDEN, N. J.

SUMMIT LUMBER CO. 1123 Real Estate Trust Bldg PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

CHAS. K. PARRY & CO.

Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

THE EAST

BOSTON NEW YORK PHILADELPHIA

AMERICAN LUMBER & MFG. COMPANY
Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

W. P. Craig Lumber Co.

Wholesale Hardwood and Building Lumber

Empire Building, :: PITTSBURG, PA.

IF QUALITY COMBINED WITH SERVICE INTERESTS YOU

¶ Let us figure with you on your requirements of the kinds of Oak that have made Indiana famous, and on Poplar and all other varieties of Hardwoods that grow in the best timber section of the United States.

¶ We can also please you with Sawed Veneers and Hardwood Flooring.

¶ Let's get acquainted and do some business.

Wood-Mosaic Company
New Albany, Indiana

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

PALMER & PARKER CO.
TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS
103 Medford Street, Charlestown Dist.
BOSTON, MASS.

H. D. WIGGIN 89 STATE STREET BOSTON, MASS.
MANUFACTURER HARDWOOD LUMBER
Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple
Mill at Stone Coal Junction, West Virginia

R.E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES: CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

LEADING MANUFACTURERS AND JOBBERS

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

Hamilton H. Salmon & Co.

82-88 Wall Street,

NEW YORK CITY

PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

SHORT

on

Maple, Birch, Beech or Basswood

?

For **quick shipment** write

C. H. Swift and Sons, Inc. Utica, N. Y.

WE WHOLESALE ALL KINDS OF HARDWOODS

LITTLE RIVER LUMBER COMPANY

TOWNSEND, BLOUNT COUNTY, TENN.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Do you desire Hardwoods in special thickness or width? We make it.

We are cutting some of finest **MOUNTAIN OAK** you ever saw, clean, smooth, and free from most of the defects that are common in oak. Do you want us to cut some to your order? We would be pleased to do so; thick, wide, clear.

How about some **SMOKY MOUNTAIN WHITE ASH**, which will please the most fastidious? This Ash grows to a remarkable size, and retains the strength and resiliency of second growth stock. This we carry in stock 2" and thicker, but are glad to cut special orders.

Our soft **YELLOW POPLAR** is so well known that it needs no introduction. We wish to say that we aim to cut and carry in stock, at all times, High Grades, in the thicknesses and widths that others find hard to make. Of course we have some of the regular sizes, but are always cutting specialties.

We will have more to say in another issue regarding other kinds of lumber that we cut, and other specialties.

WE WANT TO MOVE

5 cars 8/4 No. 2 Poplar—band sawn—60% 14 and 16 ft.
8 cars 4/4 No. 1 Com. Plain White Oak.
10/4 and 12/4 Poplar, all grades.

FAUST BROTHERS LUMBER COMPANY

Sales Office
1657 Monadnock Block
CHICAGO, ILLINOIS

Main Office
PADUCAH, KENTUCKY

YARDS—CAIRO AND BROOKPORT, ILL.

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES

TAYLOR & CRATE
Buffalo, N. Y.

FIRE
INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

HERE ARE A FEW ITEMS WE WISH TO MOVE

25,000 ft. 1" 1s and 2s Ash, 6" and up wide
12,000 ft. 1" 1s and 2s Ash, 6" to 10" wide, 8' and 10" long
20,000 ft. 1" 1s and 2s Ash, 10" to 14" wide, 30% 8' and 10'
12,000 ft. 5/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
25,000 ft. 6/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
5,000 ft. 16/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
50,000 ft. 3/8 1s and 2s Qtd. White Oak, 6" and up, average 7½"
25,000 ft. 3/8 1s & 2s Qtd. White Oak, 10" and up
100,000 ft. 1/2 No. 1 Common Qtd. White Oak.

SEND US YOUR INQUIRIES

RUSSE & BURGESS, INC.

Memphis, Tenn.

OAK FLOORING

Kiln-Dried Polished

HARDWOOD LUMBER — CARRIER LUMBER & MFG. CO. SARDIS MISS. — OAK FLOORING — BOX SHOOKS — BLN'T WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled

ANNOUNCEMENT

Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

LIBRAR
NEW YO
BOTANIC
GARDE

Vol. XXXIII CHICAGO, MARCH 25, 1912 No. 11

Editorial Comment

General Market Conditions

In spite of the continued inclement weather, which has put a quietus on practically all building operations over a large area of the country, there is a fair demand made up of a multitude of small purchases for hardwood lumber.

Evidence of increased shortage of stock of many varieties is evidenced by the increasing number of inquiries reaching the office of HARDWOOD RECORD to locate a source of supply for a good many items. Hardwood conditions are surely in a better shape than any of the building woods because there is scarcely an item that is in over-supply in first hands, and many varieties and grades are in short supply in the yards of jobbers and wholesale consumers.

There is the same general criticism that has prevailed for a long time past in the apparent diversity of prices obtained for many kinds and grades of lumber, but obviously this is accounted for by the difference in quality of timber, sawing, seasoning and grading, which has more bearing on this situation of the trade than salesmanship.

Unfavorable weather conditions still continue in nearly all hardwood lumber producing sections, which have militated seriously against logging operations, with the result that few hardwood mills are running on full time and many of them are closed down. There never was a time in the history of the hardwood business, since it became of importance in this country, that stocks were so badly broken and generally so short as at the present time. The belief among the wiseacres of the trade is that nearly all varieties of hardwoods today constitute a better asset than their present obtainable equivalent in cash. There surely will be a scramble for many items before the building and manufacturing season fully opens.

The Hardwood Situation at Liverpool

The consensus of opinion of the various timber brokers and lumber dealers who issue circulars from the Liverpool market, is embodied in the following review of conditions that prevailed there on March 1.

In mahogany the auction sales were well attended and prices well maintained. In African wood a considerable stock was disposed of. There have been few recent arrivals of the stock, consisting of a moderate quantity of African and Cuban. There seems to be no stock of Honduras wood in good logs of even small to medium dimension. Richly figured African logs are wanted, and would command a handsome premium, and even plain, sound wood shows keen competition at firm values. Stocks are light.

The arrivals of ash logs have been moderate and fair prices realized, but the consumption has been small and prices are unchanged. The present stock is sufficient to cover the wants of the market.

The import of American walnut logs has been small and stocks are light. There are inquiries for medium to large sized logs of prime quality at fair prices. In black walnut lumber the supply is considered sufficient with fair demand, which is rather quiet, but prices are reasonably firm.

In poplar logs there seems to be a good demand for prime logs of large size, and there is a steady demand for better grades of boards and planks at fair prices.

There is said to be a good demand for prime quality, clear hickory bolts.

In red gum there is a steady demand at good prices for high grade and quality stock.

There has been little or no importation of oak logs for a month, and there has been a fair consumption at firm prices. In oak wagon planks arrivals have been fairly large, and deliveries have amounted to about one-half the import. It is said the demand is active and the shipment of prime quality planks can be recommended. It is alleged stocks are moderate and prices firm. Prime quality cabinet and cabinet planks are also in fair demand with ready sale.

It is said that the log stock of American elm is light and that prices are fairly high.

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

There has been no importation of birch logs, but the consumption has been small and stocks are light with firm prices. In birch planks there has been a moderate import, with moderate stock and firm prices.

As a general proposition it seems as though there is little or no demand for medium and low-grade hardwood lumber in the English market, and that generally speaking the receipts of high-grade stock are fully equal to the comparatively light demand.

The coal strike has militated against many other lines of industry, including lumber consumption, and it would manifestly be a mistake to make any further shipments of either hardwood logs or lumber to Great Britain at the present time, save on positive sales at guaranteed prices. The market is a remarkably sensitive one, and even a little overloading at this time would surely demoralize values on American hardwoods.

Fireproof Literature

Right now there is a perfect deluge of magazine, booklet and circular literature devoted to "fireproof" building problems. One of these publications, whose chief advertising patrons are the Dahlstrom Metallic Door Company, and the National Fireproofing Company, makers of clay tile, carries in great primer type on one of its editorial pages, the following legend:

> The world runs on confidence. It seems a shame to abuse it and even become an unscrupulous liar by claiming that your structure is fireproof for the sake of a little bloody, filthy lucre.

There is no question about the verity of the observations contained in the above, but it is really a shame that these particularly lurid, red-covered, fireproof publications should, in preaching the gospel of sanity in building construction, resort to exploiting materials advertised as fireproof, which, as a matter of fact, have really little even of fire-resisting qualities. Surely the world runs on confidence, and it is a shame to abuse it.

Many magazines of this general type pretend to work in harmony with the fire insurance companies in urging steel, concrete, clay products, metal furniture and other things as a panacea for the solving of all fireproof problems. Did it ever occur to the reader that if all structures were actually and absolutely fireproof, there would be no necessity for anyone carrying fire insurance, and hence the fire insurance element would be out of business? What the fire insurance man wants is practically immunity from fires, and fancy rates for the slight risk that he does take in insuring your property. There is proof today that the average fire insurance company is getting an extravagant price for the protection it gives its clients, based alone on the handsome saving the mutual and other strictly lumber fire insurance companies are making their patrons on sawmills, planing mills, wood-working factories and lumber yard risks, which are touted in all the fireproof literature as being extra hazardous.

There is a lot of "con, bunk and piffle" in this alleged fireproof literature.

Steel Car Advertising

The smoothest advertising propaganda in evidence at the present time is that of the steel interest in putting forth editorial matter through hundreds of newspapers in favor of steel passenger cars. Of course these interests, which include several prominent car companies and railroads, have a world of money at stake. The investment and facilities for producing steel material for the building of these cars is fabulous; the investment the Pullman Company and others have in equipment for making them is also great; and equally monumental is the money involved in the steel cars already purchased and under contract by several of the prominent trunk lines. They are putting up a desperate effort to save their faces.

HARDWOOD RECORD'S clipping bureau develops hundreds of duplicate editorials showing that these interests even are trying to make capital out of the recent New York Central wreck near Poughkeepsie, with the same old talk about the tremendous destruction of life that would have ensued had the train not been of steel. No one was actually killed in the New York Central wreck, but these articles fail to even refer to the St. Paul wreck of an exactly similar character, which was a train made up of mixed wood and steel cars, in which there was about an equal number of injured, although no one was killed. Both wrecks were occasioned by the failure of a steel car to stay on the track.

These articles do not refer to the recent Iron Mountain wreck caused by a steel mail and baggage car jumping the track, which was the cause of the derailment of the heavy wooden Pullmans. No one was killed in this accident and very few injured. There is nothing in the history of recent railroad wrecks to indicate that the steel car offers any more protection to human life than is possessed by wooden Pullmans with reinforced steel underframes.

Obviously, everyone should have the right to exercise his own judgment in the type of railroad car in which he wishes to ride. Some may prefer steel cars, others wooden cars; but it is definite that everyone will approve of riding in a car that has a fair chance of staying on the rails. Failure to do this is the inherent weakness of the present type of steel passenger cars.

Incidentally, tremendous pressure is being brought to bear on Congress to force all railroads, by enactment, to provide full equipment of steel passenger cars. The latest of several bills introduced on this subject provides that after January 1, 1915, none but steel passenger cars shall be used by railroads engaged in interstate commerce.

This question goes away beyond insuring to the lumber industry the sale of the little twenty thousand feet of lumber necessary to build a passenger or sleeping car. There is not one lumberman in a thousand who would approve of building railroad coaches of wood if he felt the steel type of car is the safer vehicle. HARDWOOD RECORD believes it voices the sentiment of the large and best majority of lumbermen when it states that whenever the steel trust, the car builders and the railroads can demonstrate that the steel car is the safer, they will cheerfully accept the loss of business and agree to become converts to steel cars.

Wood Substitutes and Progress

As heretofore recited in these columns, HARDWOOD RECORD does not want to appear in any wise as an obstructionist to human progress. While its interests lie primarily in seeing wood utilized in logical quantities in a logical way, it does not want to urge the use of wood for any purpose where other materials are manifestly better.

When the steel trust, the car builder and the railroads can demonstrate that steel cars are saner and safer than wooden cars, this publication will commend them.

When the steel trust and automobile builders can demonstrate that stovepipe steel is a better material for an automobile body than honest wood, HARDWOOD RECORD will be with them.

When the steel door and interior trim makers can demonstrate that this sort of material is a panacea against the destruction of a building by fire, or has any fireproof qualities over solid wood, this publication will be with them.

When the builders of steel office furniture can demonstrate that this type of furniture has superior merits, and offers added protection against fire for their contents over furniture built of wood, HARDWOOD RECORD will be with them also.

When the cement man can demonstrate that concrete floors in factories are of such a character that employes can walk and stand on them without impairment of their health, and when it is demonstrated that the dust and grit from this type of floors will not reach the bearings and ruin machinery, HARDWOOD RECORD will be an advocate of concrete floors in factories.

When the disciples of steel and concrete construction can demonstrate that the ordinary buildings built of this material have a substantial character, superior to slow-burning wood construction, it will readily acknowledge the fact, and become an advocate of this type of mill, factory and warehouse construction. And, so on down the line.

HARDWOOD RECORD is a believer in evolution; a believer in progress, and a believer in advancement, but it is yet to be proven that the majority of substitutes that are being urged by dint of expert salesmanship and glowing advertisements are what they pretend to be. They are substitutes pure and simple—they are counterfeits—and the specious claims by which they are foisted upon the public are gradually being exploded, and honest wood will very soon come back into its own.

A State's Inexhaustible Hardwoods

It is a matter of almost daily comment by hardwood manufacturers in the state of Indiana that never in years has there been such a quantity of timber land and logs offered for sale as has been during the last few months. Indiana is a state that contravenes all prophecies made by forest denundation sharps, as year after year as statistics are gathered, it is found that the state can be counted on for its three hundred million and better annual hardwood output. The reason for the unusual quantity of logs and timber offered for sale of late is unexplainable, but certain it is that sawmill operators are having no difficulty in securing all the logs they wish to contract for at prices that are satisfactory. In some cases, manufacturers have been obliged to cease buying on account of an inability to handle the quantity of logs offered or to finance additional purchases.

It now looks as though the 1912 cut of hardwood in Indiana would be far in excess of the last two or three years. It is thoroughly believable that while a portion of the timber offered is from previously uncut areas, everyone has underestimated the recuperative powers of timber growth in that section of the Union. One manufacturer alleges that he established a mill more than twenty years ago at a point in that state, and expected to exhaust the entire territory within five years, and today he owns more timber and sees more timber in sight for his sawmill than when he first commenced operations.

To be sure there is a growing decadence in the quality of Indiana oak and other standard varieties that grow in the state, but still oak from this territory remains a favorite among many manufacturing institutions. Poplar and sycamore are about the only standard woods that are well nigh extinct, while the output of oak keeps up at an even pace, and the state still develops a large quantity of ash, black walnut, white walnut, basswood, maple and beech. Reforestry pursuits, which are attracting no little attention in Indiana, are certainly to be commended, because if nature does so much for the timber growth of the state without aid, much more could be accomplished by practicing scientific forestry.

UNSOLICITED TESTIMONIAL

R. E. Wood Lumber Co.

Manufacturer and Dealer in

Hardwood Lumber

Baltimore, Md., Mar. 16, 1911

Gentlemen—We do considerable of our advertising through HARDWOOD RECORD people and have found their work up-to-date, their articles well guarded and pointed, and our lumber trade has flourished from this kind of advertising.

R. E. WOOD.

The Virility of Business

The virility of American business is certainly wonderful to contemplate. It is believed that in no other country, had business been subjected to so many attacks from all directions, notably political, as have commercial affairs in the United States during the last four years, would conditions be in anywhere near as good shape as exist here. General business, in spite of four years' investigation, tariff tinkering, questionable taxation, rotten politics, bad labor legislation, etc., etc., is in such a condition that the average business man is not only making "both ends meet" commercially, but is making a little saving. This is just as true of the lumber business as it is of other chief pursuits. Every business man is generally hopeful, and believes that better things are coming.

The old presidential year bugbear, in spite of the tremendous political mix-up of the present time, seems to have no particular bearing on business. The average man isn't even discussing politics, and doesn't seem to care how the politicians figure out the game. He believes that politics have done their worst, and no change can affect him with any more disaster than has encompassed affairs for the last few years. There are apparently few strong partisans, either among Republicans or Democrats, for any of those who have "shied their castors into the ring," seeking the presidential nomination, and the business man doesn't seem to care an iota whether the next president is Taft, Roosevelt, LaFollette, Wilson, Harmon, Clark, or some unknown dark horse.

National Commercial Organization

The president has signed a statement calling attention to the value to American commerce that would result from the establishment of a representative national organization of commercial associations of the entire country, and the secretary of Commerce and Labor has issued a general invitation to commercial bodies to join a conference to be held in Washington, April 22 (instead of the earlier date previously announced), for the purpose of considering this question and outlining the principles by which such an organization should be governed. A good many commercial associations, largely boards of trade and chambers of commerce of cities, have signified their intention of having delegates present.

By many it is believed this action is an important one looking for the perfection of commerce in the United States, and the Bureau of Manufactures feels justified in aiding the establishment of this organization in every legitimate way. It is felt that such a national organization would at once afford a medium for effective co-operation between local bodies, and will give the United States a system which may be a vital factor in the development of commerce and industry.

This scheme follows the plan generally in force in England and Germany, and it has been due to the team work of such bodies in connection with governmental agencies that the commerce and manufactures of those countries have developed to the wonderful extent they have during the last decade.

Invitations to this conference have been issued to more than a thousand organizations. Others not covered by the invitation are also invited, and on application to the Bureau of Manufactures will be included in the list of those receiving the call for the meeting.

Annual National Lumber Manufacturers' Association

As previously announced, the annual meeting of the National Lumber Manufacturers' Association will be held at Cincinnati, May 7-9, at the Sinton hotel. It is expected this meeting will constitute one of the most important ever held by this association of associations. Many of the organizations allied with it have already appointed delegates.

President Bigelow of the Michigan Hardwood Manufacturers' Association, has appointed as delegates to the meeting from that association, Bruce Odell, J. C. Ross, G. von Platen, F. L. Richard-

son, W. C. Hull, Oscar L. Larson and himself, with double that number of alternates.

President Hamar of the Northern Hemlock and Hardwood Manufacturers' Association, has appointed as delegates, George H. Atwood, George H. Chapman, W. G. Collar, C. A. Goodman, W. C. Landon, M. P. McCullough, M. J. Quinlan, C. H. Worcester and himself, with a number of alternates.

Information Service

HARDWOOD RECORD issued on February 15 a sixty-four-page correction bulletin to bring up-to-date, with all corrections and additions, its list of wholesale hardwood consumers throughout the United States and Canada, showing the correct name and address of the institution, the line of production, the name of the buyer, and a recital of annual lumber requirements by quantity, kinds, grades and thicknesses. This is the most important addition that has ever been made to this well-known service, which is put out exclusively by this paper for the benefit of its lumber advertising patrons.

On March 11 a thirty-two-page bulletin (No. 1) was issued, covering the annual requirements of users in the United States and Canada of sawed, sliced and rotary cut veneers and panels. This information is carried in the same general way as the lumber information service, and is now being put up in card index form for HARDWOOD RECORD'S veneer advertising patrons. When arranged in this manner it will show whether the buyer is a user of sawed, sliced or rotary cut veneers; whether he is a buyer of panels, the kinds of wood employed, and various details of specific requirements.

The getting of this last batch of information together for its advertisers, has involved the handling of more than ten thousand pieces of letter mail, and the time of several solicitors and many clerks for more than three months. That the information is thoroughly appreciated is evidenced by the numerous encomiums received from advertising patrons.

Supplemental bulletins on both sets of information will be continued month by month, and it is eventually expected that the information will cover every hardwood lumber, veneer and panel buyer of the United States and Canada. In collecting and distributing information of this sort this publication does so voluntarily for the benefit of its advertising patrons. It does so in the belief that it can collect and collate this important matter in a wholesale way and distribute it among its patrons, and save them as individuals a vast amount of cost.

One prominent hardwood house advises that it has been engaged in the same enterprise for several years, and it has expended more than forty thousand dollars in getting the information it has. Another house advises that it has spent more than ten thousand dollars in collecting similar information, which involves only a small portion of the territory covered by HARDWOOD RECORD'S service. Both present and prospective advertisers should recall that the bulletins involving this information service reach its advertisers without any extra charge, beyond the cost of their display advertising in the paper.

Detailed information, including the pamphlet "Selling Lumber by Mail," can be had on application.

Advertising Policy

Most magazines and newspapers at least pretend to have an editorial policy, and latterly high-class publications have developed what is known as an "advertising policy." Certain leading magazines and newspapers refuse to accept patent medicine advertising, whiskey advertising, announcements of questionable promotional ventures, like mining, land and irrigation schemes, and the copy of concerns who make such extravagant claims as to warrant the belief that those doing business with them will be swindled or dissatisfied.

For years HARDWOOD RECORD has had a definite advertising policy. It does not accept the advertisements of concerns of questionable reputation, and if by chance, through misrepresentation, such advertising copy ever appears, just so soon as it is discovered it is promptly thrown out, and the advertiser is definitely told on what grounds the suspension is made. HARDWOOD RECORD feels that it can not ask patrons who carry on business in a legitimate and straightforward way to associate in its advertising columns with concerns of bad repute.

Again, HARDWOOD RECORD does not solicit the advertising of foreign lumbermen or lumber brokers. It does not do this, not because there are not many high-class and reputable foreigners engaged in the lumber business, but because it believes the export lumber business is a distinct calling demanding long training and a specific knowledge of foreign requirements, and that there are scores of American manufacturers and dealers who know the details of this business, and are perfectly competent to handle all that is either offered or can possibly be secured by personal visits to Great Britain, the Continent and other countries employing American woods. Moreover, when it accepts advertising from foreign lumber houses it opens up a medium for those unfamiliar with foreign lumber requirements to make shipments either by direct sale or on consignment that almost invariably results in loss or dissatisfaction to the shipper.

Again, HARDWOOD RECORD is a lumber newspaper. It believes and advocates—first, last and all the time—the use of hardwoods for every legitimate purpose where they can be successfully employed, and hence it refuses the use of its columns for advertising wood substitutes of any and every character, whether it be metal doors, patent roofing, cement and cement products, or what-not. If the material constitutes a substitute for wood it is not exploited.

Furthermore, in machinery and kindred advertising, HARDWOOD RECORD is a believer that it is economy for hardwood lumbermen to purchase only the best type of wood-working tools, dry kilns, saws, belting, etc., manufactured, and never solicits business of manufacturers of inferior tools or allied products.

Above in brief constitutes an analysis of the advertising policy of this paper which, as foolish as it may seem to some, is a policy that is resulting in holding the friendship and patronage of the best element of the trade, and usually in keeping the balance on the right side of the ledger in HARDWOOD RECORD'S counting room.

Of Little Advantage

United States Consul Albert Halstead of Birmingham recites that under the tariff law of the United States, shooks of American origin are not dutiable when used for boxes containing merchandise imported into the United States, but the law is so phrased that no work be done on the shooks other than is necessary to put them together. It has been held that to saw them into various shapes precludes their admission duty free. In consequence of this decision there is only one shipper in the Birmingham district who uses American shooks, and he employs them simply because his boxes are always of the same size, and the shooks are shipped back and forth until no longer serviceable.

The writer states that some years ago there was a considerable market in England for American shooks, but when it was found that they were sawed and really manufactured in the Birmingham district the practice stopped, although the case is different in Manchester and other places where there are heavy shipments and standard sized boxes can be used.

The writer further states that shooks have no better market in his consular district because of being shooks, and the material would sell equally as well as lumber. Barrel stock having the advantage of the United States tariff law, would have to be shipped in knock-down shape. There is but little trade for barrels, as they are not used as much for packing purposes in Great Britain as in the United States.

The Gibson Tally Book

The Gibson aluminum tally book covers, and the various forms of tally tickets used therein, manufactured by HARDWOOD RECORD, have now more than two thousand users among hardwood manufacturers, jobbers and consumers. In the hands of the printer at the present time is a twenty-four page catalogue describing this cover, and showing more than forty wax-plate forms which are used by various concerns for tallying all varieties of lumber, flooring, logs, etc. In all the history of lumber tallying systems, none has ever sprung into such general popularity and use as this one. Copies of the catalogue can be had on application.

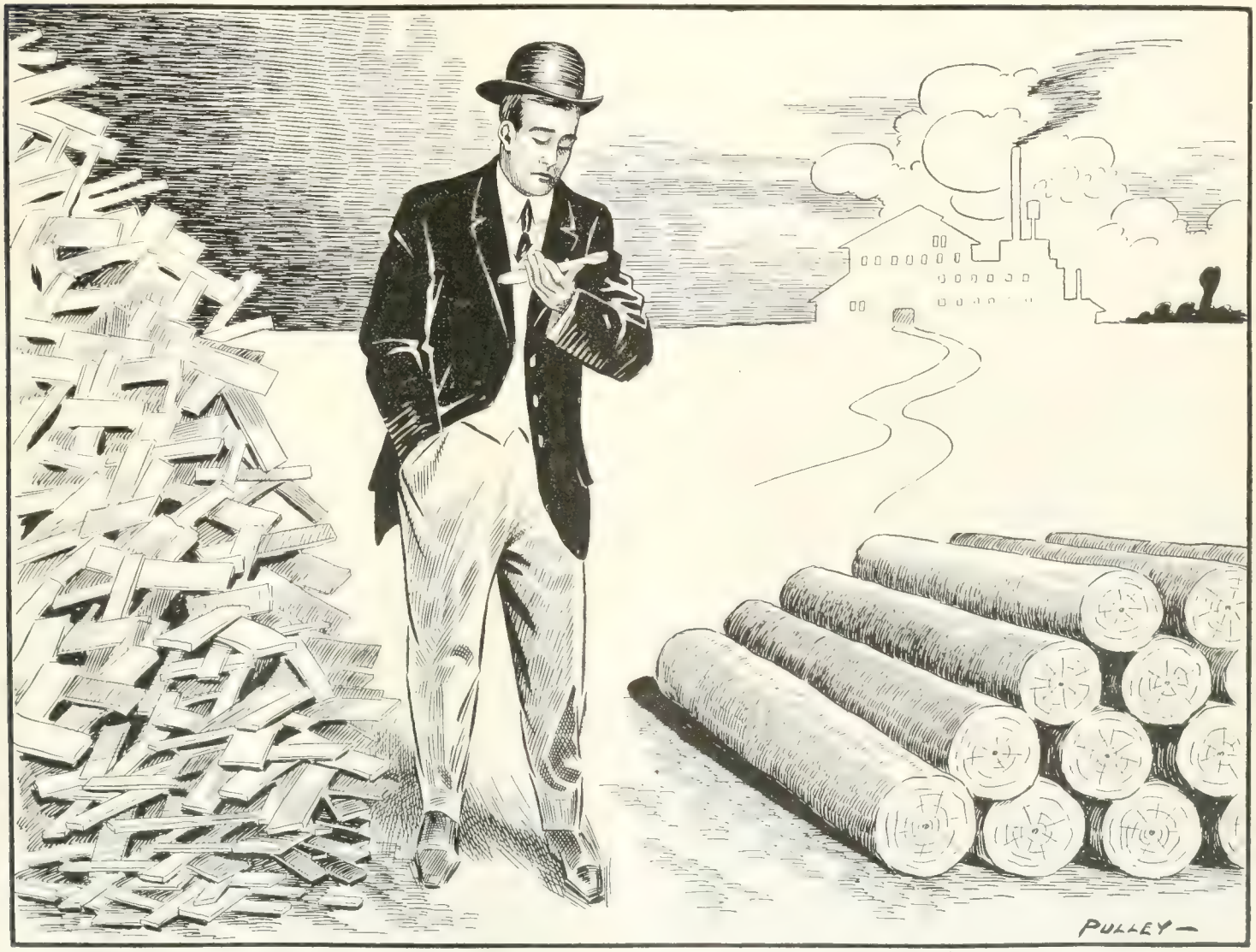
Pert, Pertinent and Impertinent

Winter's Prophecy

At eve of winter's waning day
I homeward take my pensive way,
While redly sinks the sullen sun,
Its daily circuit almost run.
Limned sharply 'gainst the crimson glow,
The leafless trees their shadows throw.
Close-clust'ring groups of spruce and fir
In dull green garb the landscape blur.
The rabbit crouched in matted grass
Hides wary till my footsteps pass.
Above the sparse and drifted snow
The stalks of reaped harvest show
Where tasseled once the juicy corn,
Kissed by the breezes of the morn.
Now silence lingers on the air,
And nature rests all deathlike, still;
No bird lisps out a cheerful note,
No echo comes from frozen rill.
And yet when God shall breathe once more
Upon the chilled and ice bound land,
A hidden world will spring to birth
Beneath the warming of His hand.
The ice shall vanish from the swamp,
The length'ning day change gloom to light,
The crusted snow will melt away,
The brooklets chatter with delight,
Through withered ranks of stubble sharp.
The corn shall thrust its blade of green.
Each bush and tree in gladsome garb
Shall verdant bloom with power unseen.
The sky shall throb with song of bird,
And where the rabbit scarcely stirred
No hint of death can there be seen,
For life is ever nature's queen—
The spectre death proclaims her reign.

Richmond H. Gesner.

THEORY vs. PRACTICE



MANUFACTURER: "It does seem as though I should be able to make this dinky little article at a profit out of this clear lumber offal, in place of buying bolts and logs—but I can't—the labor cost kills the saving in material cost."

Not What He Expected

"Darling," he murmured, "whatever induced you to care for a fellow like me."

"I really don't know, George," she replied. "Pa threatens to send me to a brain specialist."—*Boston Evening Transcript.*

A Safe Delivery

Jones—"Dear me! You say you often lay down the law to your wife. How do you go about it."

Bones—"Why, all you need is firmness. I usually go into my study, lock the door and tell her through the keyhole."

Government Odds

"Ollie" James, the big representative from Kentucky, tells of an Irishman in the West who had intended to take up a homestead claim, but, not knowing how to go about it, sought information from a friend.

"Malachi," he said, "you know all about this law. Tell me what I am to do."

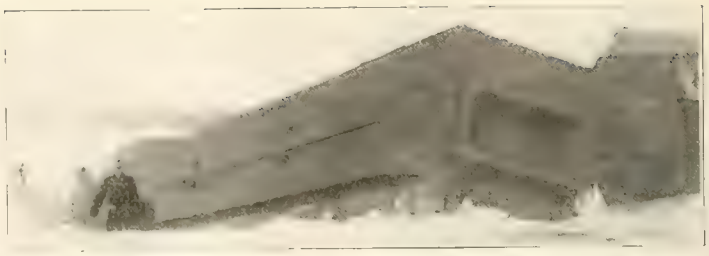
"Well," said the other, "I don't remember the exact wording of the law, but I can give you the meaning of it. It's this: The government is willin' to bet you 160 acres of land against $14 that you can't live on it five years without starving to death."—*Lippincott's.*

Altared and Altered

At the Altar—"I thee with all my worldly goods endow." Two years later: "More money? Where's the dollar I gave you last week?"



THE STEEL CAR THAT FIRST LEFT THE RAILS



ANOTHER STEEL CAR IN THE DITCH

The Wood Substitute Game

STEEL TRAIN WRECKS

If Hardwood Record were to maintain a complete and circumstantial recitation of steel car frailty as evidenced by the numerous accidents occurring to trains of this type of construction, it would of necessity have to resort to the publication of daily editions. It is certain that the public is thoroughly aroused to the dangers encompassing it in taking passage in trains of steel cars. This type of car is surely fast popularizing the aeroplane as a means of comparatively safe transportation.

There have been no less than a half dozen steel car wrecks within the last fortnight, and during the entire winter there have been but very few railroad wrecks of trains of exclusively wooden cars, and these have been of minor importance in point of injury or disastrous results to life.

THE MILWAUKEE WRECK

A fast train on the Chicago, Milwaukee and St. Paul railroad was wrecked on March 12, ten miles south of Milwaukee. This train was a composite one made up of wooden and steel coaches. The locomotive did not go off the rails, but the first steel car of the train did, and in its plunge into the ditch took with it the other steel and wooden cars of the train. The pictures accompanying this article show that the wooden cars escaped the impact with comparatively little damage. Particular attention is called to the old type of wooden car—the smoker—an interior picture of which is shown, lying on its side. Even the gas fixtures were not broken.

This accident goes to prove the statement often repeated in Hardwood Record that the basic failure of steel cars lies in their inability to stay on the rails on curves or crossovers, at anything like a satisfactory passenger train speed, and furthermore, emphasizes the fact that wooden cars are just as safe from collapse and telescoping in accidents as any type of steel car that has yet been produced.

THE NEW YORK CENTRAL WRECK

On March 14 an accident befell the eastbound eighteen hour train of the New York Central, near Poughkeepsie, N. Y., which in many essentials was quite similar to the Chicago, Milwaukee & St. Paul wreck. This was a solid steel train. The locomotive did not go off the track, but the larger number of steel cars did. The train landed on the ice in the Hudson river, and several of the cars were partially submerged.

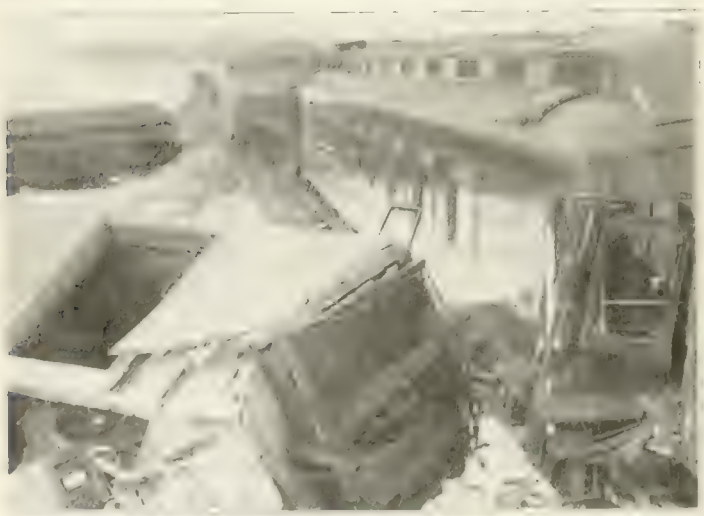
Here is another case where one of the largest types of locomotives took the curve in safety, while a steel car jumped the track and ditched the train. A large number of persons were more or less seriously injured in both wrecks, but no one was killed outright, although the monetary loss in the two wrecks probably aggregated a hundred thousand dollars.

ACCIDENTS LAID TO DEFECTIVE RAILS

In the recent disastrous steel train wreck at Warrior's Ridge, on the Pennsylvania railroad, and in the two steel train wrecks recounted in this article, an attempt was made to attribute the accident to defects in the steel rails. The original newspaper accounts of the Warrior's Ridge wreck stated the accident was caused by a part of the locomotive dropping on the track, which the wooden car immediately behind the engine, passed over in safety.

The original newspaper accounts of the New York Central wreck announced that it was caused by the steel water trough placed in the center of the track, by means of which locomotives of fast trains take water. However, these stories were promptly abandoned, and the railroad authorities took recourse to the usual hackneyed statement that the accidents were caused by broken rails. Hence it has come about that there is a first-class argument on between the steel rail makers and the railroads on the subject of the character and quality of rails now being furnished the railroads. The steel people contend they are supplying the railroads with a particular type of rails that are manufactured under their specific directions so far as methods of manufacture, ductility, hardness, etc., go.

P. H. Dudley, consulting engineer of the New York Central lines,



HOW THE WOODEN CARS IN THE ST. PAUL WRECK STOOD THE TEST.



OLD WOODEN SMOKER ON ITS SIDE IN THE DITCH. GAS FIXTURES NOT BROKEN

in a recent paper recites that one of the problems confronting railroads today where temperature falls to a low degree, "is to secure a sufficiently homogeneous metal in the 33 and 36-inch wheels for the entire circumference of the tire or wheel tread to maintain its rotundity. The 36-inch wheels make 560.2 revolutions per mile, and with their static load of 5 tons, the accumulated tonnage upon the tread of the tire or wheel would be 2,801 tons for each mile run. The tonnage for the run from New York to Chicago would be 2,700,000 tons.

"The locomotive drivers of 79 inches in diameter make 255.3 revolutions per mile. The Pacific type engines have static loads of 14.3 per driver, consequently the static load per mile run upon the metal is 3,651 tons. These figures are sufficient to show that their tonnage upon each portion of the bearing surface on the tread repeats the load for each revolution and for high speed trains with great rapidity, consequently the accumulated tonnage on the tires and wheels enlarges according to the distance run."

Mr. Dudley recites that the effect of cold on rails is to decrease its ductility, but increase its tensile strength, elastic limits and modulus of elasticity to a slight extent, making it more sensitive to shocks. Also indirectly it affects the rails by contraction of the metal, which may set up the tensile stresses of some magnitude. He alleges that it is now possible, from a definite chemical composition, to determine what ductility or toughness may be secured when the steel is properly purified in the bath, and thus increase the factor of safety in the output of the rails.

In concluding his paper, Mr. Dudley alleges that "it must be remembered that with the present wheel loads and high speeds of trains, the time factor for the reversal of the stresses under the wheels and in the wheel spacing has been materially shortened by the present schedule. The wheel loads also require stresses of large magnitude to be distributed in a shorter time than was necessary with slower speeds and lesser wheel loads."

HARDWOOD RECORD does not presume to have a scientific knowledge of this subject, but is it not proven that several important railroads have placed in service a type of equipment involving such an unnecessary heavy load on steel rails, which, while capable of sustaining with safety the former type of equipment, have demonstrated their inability to carry with safety the modern extra heavy steel trains? This fact, together with the speed of the steel passenger trains, would indicate a basic cause of the remarkable number of steel train wrecks that have prevailed during the past six months.

In short, the factor of safety, by reason of the heavy increased load, fast speed and rigidity of the vehicles, has been eliminated. It is certain that the series of calamities that have befallen steel trains during the last six months has thoroughly aroused the public to an absolute want of confidence in their safety, and the railroads will have to do much in improving the character of this class of equipment, and demonstrating its safety to restore it to the confidence of the public.

THE CLAY PRODUCTS EXPOSITION

During the last fortnight there has been a show at the Coliseum at Chicago, exhibiting brick, tile and other clay products. The show was a good deal of a failure because it failed to be convincing in many of the exhibits presented; i. e., in the economy of construction of this class of material, and the fireproof qualities claimed. In the years past, the brick and clay products people have worked pretty closely in conjunction with manufacturers of lumber, and have in no wise slandered forest products in an attempt to gain an advantage in public appreciation.

The handling of the exploitation of the recent clay products exposition was on entirely different lines, and the crux of the argument in its display advertising may be best shown in the following quotation from its daily newspaper advertising:

"How to beat the building game: The first cost and maintenance of a wooden or stucco house exceed the first cost and maintenance of a brick house. You can shake a wooden or stucco house by jumping on the floor.

"Wood houses do not rent or sell as readily as brick houses, and the depreciation, which properly includes the land on which they stand, slumps with the neighborhood which uses wood. Big cities will not permit a man to risk his life and the lives of his family and neighbors by building of wood.

"Concrete is less artistic than brick and almost all of the drawbacks which apply to wood apply also to stucco. Stucco cracks and both stucco and concrete get stained, the so-called preservatives and washes peeling off, leaving the walls in worse condition and appearance than when in the old stained condition.

"Moral: Build of brick, terra-cotta or tile for a low cost, lifetime home. Warmer in winter, cooler in summer."

There is an old legend that "when thieves fall out, the honest man will get his due," and hence manufacturers of lumber will find no fault with the brick and clay products people assailing concrete and stucco.

The particular author of the "con" and "bunk" employed by the clay products people to supply its literature, is one Henry Sterling Chapin, who, by the merest accident, is the engineer of the Building Brick Association of America.

Following are some of the choice extracts published in the Chicago Tribune's clay products advertising section of its issue March 10, with the acknowledged authorship of this disinterested man Chapin:

The United States is the only highly civilized nation in the world which lives largely in wooden buildings. Our early settlers came here from Europe without a thought of a wooden house. European houses were built of brick, not wood. They had little wood in Europe. It disappeared as a cheap and available building material before modern history began.

To the pioneers in America trees provided log houses. As matters settled down a few from habit and custom built houses of brick which endure today. But the majority went on developing logs into hewn timbers and planks and built sturdy, windproof wood houses, not because they were better, but because wood was available and cheap.

As wood became more difficult to get Yankee ingenuity devised many ways to reduce the quantity of wood used in a building. Nowadays wood being scarce and subject to long hauls from forest to building lot, the houses are reduced to knotty slabs, supported by tiny joists, covered with shingles and lined with lath and plaster.

You can often shake a "modern" wood house by jumping on the floor. You can burn one like a pile of shavings. What danger, daily expense, and discomfort this construction imposes, and its cost to the nation in money and human life, is discussed further on.

And now this type of building is nearing its end. Despite the "skimping" of material in wood houses, the supply is no longer equal to the demand, the forests are far off, and diminishing, and the price of lumber has advanced until it practically equals brick.

Brick is more economical. Wood is no longer available in sufficient quantities—no longer cheap. Brick is everywhere available—brick is cheap.

A revolution in building materials is here. Of necessity the character of America's buildings must change. That which considerations of art, comfort, and safety could not accomplish, necessity now demands shall be done. You who live in American houses, especially you who build or hope to build, are vitally involved in this revolution whether you will or no.

But the facts here set forth will enable you to benefit and not suffer by this impending change, to protect your family and to safeguard your investment when you make it.

Most of the houses now in use, those which you see everywhere around you, are of wood—the product of generations of builders working under the old conditions. It proves only that wood used to be cheap.

The wooden house built twenty years or so ago is a marvel of warmth and sturdiness compared with the "modern" frame dwelling. But "it doesn't sell well." It burdens the land it stands on with its "old" design and many evidences of decay. If you ask an expert you will be told that "it is not a good investment." What, then, will be the fate of an investment made today in the present flimsy form of wooden structure, when those which rise around it shortly must be solid houses of brick, infinitely more comfortable, easier to heat and maintain, and cheaper to live in?

We venture the prediction that the day is coming when a wooden house will be almost unsalable and unrentable. As an investment today it invites an almost certain loss.

You ask why this matter is not more widely understood; principally because popular impressions change slowly. Wood has been cheap so long that wood is often used without even a passing thought of brick. Brick has been classed, in the public mind, as "too expensive," either for a house to live in or for buildings for investment—for sale or rent to others.

There is a lot more in this article of the same character, which is generally so ridiculous in its statements as to scarcely be worth comment.

However, it may be noted that among the exhibits at the Clay Show was a brick bungalow in which wood joists, flooring and finish were employed, and which was widely advertised as costing only three thousand dollars. It is a matter of general knowledge to those responsible for the building of this bungalow that the laying of the brick alone cost the promoters twenty-five hundred dollars. It is further said on good authority that while the expense of ornamental brick laying shown at the exposition was very attractive, the average cost of putting up this brick work involved an expense of fifty cents per brick, and that some brick work was shown of which the laying cost was as high as $1.50 per brick.

It is surely a very unwise proceeding for the brick and tile men to resort to the untruthful tactics they have pursued in exploiting this show and their exhibits. Even these kind of lies "well stuck to" will not result to the advantage of the industry.

THE METAL AUTOMOBILE BODY CRAZE

A representative of HARDWOOD RECORD recently interviewed several gentlemen prominently associated with the automobile industry, on the subject of the relative value of wood, steel and aluminum in body construction. The wooden bodies used exclusively by the White Company, both for its passenger and truck automobiles, are built by H. McFarlane & Co., of Chicago. A prominent man identified with the White Company says that enamel on a metal body is much more liable to check than on a wooden body. He holds that this fact is due principally to the tendency of metal to buckle under alternate heat and cold, like the bottom of a tin pan, and this is one of the chief reasons why the White Company employs nothing but wooden bodies.

A sheet steel or aluminum body must be fitted tightly over a form of hardwood ribs placed very closely together, or buckling is inevitable. Even then, in case of a forcible concussion, a hole will be punched clear through the metal body, which damage is practically irremediable.

The reason that many automobile concerns are using metal in body construction is on account of its lower cost, and the fact that metal bodies can be made and finished much faster than wooden ones. However, reliable data demonstrates beyond peradventure that neither the finish on metal bodies nor the metal bodies themselves last nearly as long as wooden ones. In fact, it is impossible to get a manufacturer of metal body automobiles to guarantee that either the finish or body will stand up for even a single season. The automobile manufacturer handling metal bodies will make no excuse for the employment of metal bodies save that it is impossible to secure a reasonably priced, suitable wood from which to make the bodies. This excuse has been shown by HARDWOOD RECORD as being entirely specious, as there is plenty of lumber of a suitable character for automobile body making available at a price that does not increase the cost of the wood body over the metal one to exceed an average of five dollars per vehicle. This is not the real point in the use of metal bodies.

The metal body game is put over by the steel trust, which is so largely interested in automobile manufacture, and this is supplemented by the fact that metal bodies can be turned out much more rapidly—the finish applied, and the job rushed from the shop with in a week, where it requires fully six weeks to properly finish a wooden body.

It is found that the trend of the trade among manufacturers of thoroughly dependable cars is towards resuming the total use of wood for body making purposes, but it can be safely assumed that the manufacturers of cheap and non-dependable cars will continue to use stovepipe metal for bodies just so long as they can work them off on the public. Buyers of automobiles should bear in mind that in all the detailed advertising of automobiles carried in the magazines and pamphlet literature of these institutions, not one manufacturer has yet had the temerity to come out with the statement that the bodies are manufactured from metal, and give reasons of superiority they may have over wooden bodies. This is one point of automobile construction where the cheap automobile maker is thoroughly alive in the belief that it is wise to keep his mouth shut.

THE STEEL FILING CASE FRAUD

One manufacturer of steel filing cabinets is the innocent perpetrator of a joke. He announces that "steel furniture is like a fire insurance company—they both protect against fire. One keeps the contents of a filing cabinet from burning, and the other pays for it after it is burned."

This same manufacturer also advertises a special feature of a celluloid tip, which he commends to apply to the index guides to be inserted in his cabinet. This surely is a nice combination from a non-inflammable viewpoint, to say nothing about strengthening the manufacturer's claim for the fireproof qualities of his equipment.

STEEL FREIGHT CARS

In spite of the fact that steel freight cars have been produced for nearly a decade, and are constantly being purchased in increased quantities by railroads, they are still in an experimental stage and are proving remarkably costly to railroads for maintenance.

A prominent railroad journal, published in Chicago, has carried a series of articles for several months past on the growing cost of the maintenance of freight equipment, which it illustrates with photographs showing the disaster and failure of many types of steel freight cars. Several of these pictures have already been shown in HARDWOOD RECORD, but only a few of the more than a hundred that have been depicted in the railway journal in question.

Since the railroads began to tinker with steel freight and passenger cars their troubles, to say nothing about their cost, have multiplied.

Purchase of Poles in 1910

The largest purchase of poles ever recorded was made, according to a bulletin on the subject recently issued by the Forest Service, in 1910, when the total consumption was 3,870,694, an increase of 132,000 over 1909. Cedar was by far the most important pole wood, there being 2,431,000 cedar poles used. This represents about four times as much as the next important species, chestnut, which is followed by oak, pine and cypress.

The demand for wooden poles is supplied principally from three sections of the United States, the northern white cedar region of the Lake states; the chestnut region in the East and the western red cedar section of the Northwest.

The consumption of oak poles of various species in different parts of the country has shown a heavy increase for several years, but the production of the cypress poles seems to be falling off.

The rapid decay in poles at the surface of the ground has caused a great waste, and for several years experiments, looking toward the prevention of this decay, have been going on. Results have been remarkably successful, and the practice not only lengthens the life of the pole, but makes possible the utilization of many cheap local woods which, without preservation, would be valueless for pole purposes. Thus a material reduction in the cost of poles and transportation charges is effected.

While great progress has been made in this line abroad, it is too new in this country to have gained any proportionately large application. However, its advantages are so apparent and its cost so trivial compared to the saving, that it is only a question of installing the apparatus quickly enough to enable preserving plants to fill their requirements.

Although the number of treated poles is greater each year, most of the poles receive but superficial treatment, which adds but a few years to their lives. Figures for 1910 indicate that a larger proportion of the poles were treated during that year by the brush and open tank methods than in the preceding years. Future progress must be marked not only by increased number of poles treated, but by the increased use of more effective methods of preservation.



Lumbering in the West Indies



A common idea of the tropics, held by many northern people, is that everywhere one finds immense jungles of forest trees and luxurious vegetation. This is true of the rich river bottoms which have not as yet been disturbed by man, but in the tropics, as elsewhere, there exists barren, rocky, dry soil upon which scarcely anything will grow. In many places, for unknown reasons, immense savannahs or grassy plains exist, as those of Colombia, Venezuela, Guianas, Brazil and Argentina. Very large tracts of the best land, once forested, lying near the coast and river mouths are now under cultivation. Among the barren or treeless islands of the West Indies are Anguilla, Tortola, Barbuda, St. Kitts, Nevis and Antigua, while St. Bartholomew, St. Martin, St. Eustatius, Montserrat, St. Lucia and St. Vincent have some trees but can hardly be called forested islands.

The part of the West Indies referred to in this article is the chain of islands running from St. Thomas to Barbadoes and called the Leeward and Windward Islands. In St. Thomas the hills are now treeless, and are kept in that condition by the charcoal burners. Most of the tropical towns or cities consume large quantities of charcoal for cooking fuel, as it is cooler and in many cases less expensive than any other. St. Croix also had its timber, but today the entire island is under sugar cultivation.

The three islands near the center of the group seem to be the fortunate ones as to timber—Dominica in the center, with Guadeloupe on the north and Martinique on the south. Dominica is located about three hundred and twenty-five miles southeast of Porto Rico, and approximately the same distance directly north of Trinidad. It is the largest island of the Lesser Antilles, and is under English control. It had been controlled by the French five or six times, and so great has their influence been that today the common language seems to be as much French as English. Being an English possession, Dominica enjoys a quiet commercial security not felt in the French islands. It is a little more than fifteen degrees north of the equator and sixty-one degrees west longtitude.

The island in general shape is oval and is thirty-five miles by fifteen miles in dimensions. Of its 290 square miles, only 110 can be said to be under cultivation. The highest peak "Diablotin" or "Devil Mountain" is the highest in the Lesser Antilles and overlooks probably a vaster area of forest than any other, save perhaps Trinidad. From all the peaks (of which there are many) run side-spurs and lateral ranges of hills, which enclose marvelously beautiful valleys. A stream flows through every one of the valleys, and there are so many that it has been said that there is one stream for every day in the year. The country is very rugged, which is due to its volcanic origin. It is told that Columbus, on his return to Spain after his discovery of Dominica in 1493, being asked what the new island was like, took a piece of paper, crumpled it in his hand and throwing it on the table said: "There is the physical character of the new island."

Volcanic islands generally have rich soil and to this Dominica is no exception. The timber of Dominica is practically undeveloped and until recently, has never been touched by an active lumber company. The interior of the island is covered with primeval forest composed of almost entirely unknown woods, and as yet not all botanically classified, but known by their local French names. The stand per acre varies as to soil and moisture (rainfall) so that acres of twenty thousand feet are common, but the average is about eight or nine thousand feet. One acre, measured by the writer, had fifty-six trees containing 27,000 feet—and this was not an exceptional acre; another of fifty-five trees measured 22,500 feet; and still another of twenty-one trees measured 7,000 feet. On the high hills the trees are stunted and smaller, due to the rocky hill sides, while in the valleys and lower slopes it is not uncommon to find trees eighty feet high and from three to seven feet in diameter. As hardwoods generally grow, parts of the forest will be quite uniform as to percentage of certain kinds of trees, and then suddenly there are pockets or patches of one kind in which the average will run above 50,000 feet to the acre.

The island of Dominica, being in the trade winds, offers splendid facilities for shipping on the Leeward side in the several splendid harbors, the best being that of Prince Ruperts' bay. So good is this harbor that it will be made into a coaling station before the opening of the Panama canal. The Windward side is rocky and dangerous, being subject to the heavy Atlantic seas.

The best timber is found in the center of the island and on the Windward side. From the main body of the timber to the Leeward side, two railroad routes have been found. One, a rather long one, was surveyed and a company formed, but active work was never commenced. The second route which follows up the largest river emptying into Prince Ruperts' bay, lies along the Indian river for four or five miles and then crosses into the interior.

The company which recently started lumber operations in Dominica is English and is called Dominica Forests and Sawmills, Ltd. The square timber produced, besides supplying the local markets, will be shipped to England. Mining timbers will be made from the smaller trees, and from the tops and small stuff cordwood and charcoal will be made. For the former, there is a good demand from the sugar mills in the various islands, and the charcoal will be shipped to the towns and cities. With the present knowledge of the tract, it is estimated that the company has about a fifty-years' cut for its present mill. As the land is cleared, India rubber trees, limes and cocoa will be planted, each in its best soil.

As is the usual case with any new enterprise in a foreign country, innumerable difficulties arise and must be overcome. The work on the company's sawmill and railroad was nearly completed in January of this year, but cutting had to be commenced before the final completion of the mill. The sawmill site faces the sea, and along one side flows the Indian river. The mouth of the river was jettied, and by removing the sand bar helped the channel so much that a passage was opened for the passing of barges. At low tide the water is about four feet deep at the mouth, which is ample for sixty-ton barges. The tide is only about twelve inches, rising at flood tides to about eighteen inches. This small tide makes the sea as steady as can be. The third side of the sawmill faces a mangrove swamp of about forty acres, on which is found plenty of cordwood, which sells at about six dollars a cord, delivered at the port in small sailing boats. The fourth side of the mill opens to the hills and gives a fine location for the houses of the white employes.

Although the mill and railroad were started at the same time, it required a longer time to complete the railroad. As the forest is two miles from the mill over a route unbroken by any other road, either parelleling it or reaching anywhere near the forest, no wood for construction was available until the railroad reached the forest. Thus the houses were built of American pine (long leaf), and the mill buildings of light steel work 40x120 feet and 20x120 feet.

All foundations as well as the belt races were made of concrete, due to the scarcity of lumber. The concrete was made in blocks and then laid in cement and sand mortar. This was found to be very economical, as the native masons understood the work more readily. The sand on the beach, not a hundred feet away, being of an excellent quality, was used entirely, and the stone was broken by hand right on the grounds. As the mill is under driven, considerable concrete work was necessary. The main shaft is four feet above high tide, while the top of the carriage floor is twelve feet. The dirt from the foundations made the needed fills about the machines to raise the ground to a level.

The mill itself is a double mill, and the logs are hauled into the mill on a car by a winch. The log yard is over one hundred feet long and forty feet wide on either side of the mill track. The winch hauls the car into the mill, and on either side is the



LUMBERING IN THE WEST INDIES

1—VIRGIN FOREST SCENE IN DOMINICA.

2—STEEL FRAMEWORK OF SAWMILL AND SHEDS OF DOMINICA FORESTS AND SAWMILLS, LTD.

3—INSTALLING THE GAS ENGINE AND BELT RACE.

4—LOGSLIDE END OF SAWMILL.

5—A ROCKY SPOT ALONG RIGHT OF WAY OF LOGGING ROAD.

6—A CUT ALONG THE LOGGING ROAD.

7—HEWN TIES PILED UP ALONG RIGHT OF-WAY.

8—A HEAVY FILL AND CONCRETE BRIDGE ON THE RAILROAD.

9—A SLASHING THROUGH THE TIMBER FOR THE RAILROAD.

10—MOVING A NATIVE SHACK.

usual log deck. A 66-inch circular saw is on one side, and a 60 inch frame on the other. In place of an edger a 60-inch rack feed table saw is used. The mill is designed mainly for cutting timbers up to thirty-five feet, and fletches for the English market. Another 40-inch table saw will be used for cutting lime (fruit) barrel staves, for which there is a great demand, Dominica exporting last year about 30,000 barrels of green limes to New York. The entire mill machinery is English and the power is supplied by a suction gas engine and generator made by the National Gas Engine Company of England. Only one engine of eighty-five horsepower was installed, but it has not proven to be satisfactory. The generator is driven by gas made from charcoal. A steam engine and boiler have been ordered to replace the experimental suction gas engine.

The filing room and machine shop are run by a fifteen horsepower steam engine. The machine shop is quite complete, consisting of a lathe, planers, drill press, hack-saw, an emery wheel and a grind stone. A fine supply of very good boiler water comes through half a mile of pipe line under 100 feet head, supplying the mill, as well as the houses of the employes.

The uneven character of the country necessitated careful location for the railroad. Therefore it was decided to follow the course of the Indian river as far as possible. The river rises as it nears its source until after about six miles its fall is one foot in three. Timber cutting can go on for about two years before a geared locomotive will become absolutely necessary. At present a direct connected locomotive is being used on six and one-half per cent grades (curves compensated .05 per cent per degree of curvature). Due to the great amount of rainfall, which varies from 150 to 250 inches according to altitude, ample and careful attention had to be paid to waterways.

The logging presented a very difficult problem, but finally a very satisfactory system was presented by the Lidgerwood Manufacturing Company of New York. Many of the hillsides are of clay and so steep that landslides occur quite frequently. Animals, either oxen, mules or horses, were out of the question because of the wet hillsides. The return line, to bring back the pulling line of the logging engine, solved the difficulty. The capacity of the machine is nothing remarkable when compared with similar logging machines in the United States, but the cost per M is remarkably low, because the average wage per man is less than fifty cents a day. The simplicity of the working of the machine is one of its valuable points for foreign work—even the ignorant West Indian darkey can easily learn its working, and produce satisfactory results.

The common labor employed has been the West Indian negro at the rate of thirty-six cents per day—and that is well paid. These people live in the usual tropical huts and on the cheap native vegetables.

A most unusual system of housing prevails. Each man usually owns his 10x12 feet shack, palm thatched, and rents the ground whereon to rest it. Whenever a change of location of work occurs, there is great rejoicing among the shack owner's friends. A few gallons of rum, a long rope, some poles to slide the house on, and friends are the only requisites for moving the shack, which goes on amid shouts and songs. Many times as much as half a mile is covered in a day, but as the distance to which the shack is being moved is never very far, half a day usually brings it to its new resting place.

Many varieties of wood are found in Dominica which undoubtedly possess a high economic value. Some are of a very fine color and texture and would doubtless prove of great value to cabinet makers. As a rule, however, they must first enter and remain on the market as construction woods until their value is proven and market made. The uses of some of the woods, as well as a few qualities, are given in this connection.

Gommier (*Dacryodes hexandra*). This is probably the largest, loftiest and commonest tree on the island. A resin exudes copiously which is inflammable and has a delightful odor. The wood takes a good polish and has a fine texture. It is used for furniture and general construction. There are two kinds—the red and the white. The red gommier has a fine pink color. When green, the wood weighs about sixty-two pounds per cubic foot.

Bois Diable (*Licaina Lypolenca*). This is a very hard, tough and heavy wood. It is useful in house building and inside structural work. It has no value as a cabinet nor veneer wood. When dry it lasts well, but will not stand moisture.

Carapite. This is a heavy, hard, structural wood, lasting well for outdoor work and in water. It is no good for either cabinet or veneer wood.

Moricypre (*Byrsonima spicta*). This is a construction wood which is light when dry. It has been used in cabinet work to a small extent. The bark contains tannin, which is used for all local tanning.

Balata (*Bumelia retusa*). This is a heavy, hard, tough and strong wood, and is used wherever strength is needed, as ax handles, millwork, rollers, beams, balance wheels, cogs, etc. When exposed to the weather, it turns to a dark brown color.

Caconier (*Ormosia dasycarpa*). This is a very useful wood for all purposes, either inside or out. It makes shingles almost equal in durability to the walaba of South America. It slightly resembles satinwood and is used for furniture.

Mahoe-cochon (*Sterculia caribæa*). This is a very common, quick-growing tree. Its wood is rather pretty and takes a fine finish. When thoroughly dry, it becomes extremely light. It is used for staves and boards.

There are numerous other woods of all kinds, but they occur in lesser quantities. Over two hundred varieties have been found in a search, which has not been made too carefully. H. C. Kluge.

Slack Cooperage Stock

Figures compiled by the Forest Service covering the slack cooperage business in 1910 demonstrate that there was a falling off in trade during the year and also a decrease from 1908 to 1909. The cause is assigned to the increased use of veneer barrels in place of slack barrels.

The table showing the number and kind of staves and headings produced during 1910 establishes a total during the year of 1,460,870,000 for staves and 97,037,000 for headings. Red gum was vastly in the lead in stave production, and ranked fifth in the production of heading, pine being the leading wood used. It was impossible to arrive at accurate conclusions as to the original amount of raw material from which the staves or headings are worked, but it is generally conceded that the manufacture of cooperage stock entails a far greater waste than that of any other forest product. Allowing for this waste, it is estimated that the slack cooperage trade in 1910 consumed 2,310,732,000 board feet of lumber. However, as large quantities of such grades and dimensions of lumber as would be entirely ignored for other purposes, are consumed in the manufacture of slack staves and headings, the actual drain upon the forest resources is not as great as it appears.

The four principal woods used in the manufacture of slack staves during 1910 and three preceding years, were red gum, pine, beech and elm, while the four leading woods from which headings were manufactured were pine, beech, maple and red gum, which woods furnished sixty-one and three-tenths per cent of all the headings produced during 1910. Nearly ninety-six per cent of the sawed hoops produced in 1910 were made of elm. So far there has been no satisfactory substitute for elm found among the cheaper woods.

The Forest Service bulletin, in treating of the slack cooperage production, states that in 1910, Missouri, Pennsylvania, Virginia, Arkansas and Michigan were the principal stave producing states in the country, and furnished sixty-one and seven-tenths per cent of the total. About eighty-eight per cent of the chestnut staves were produced in Pennsylvania and Virginia. Michigan manufactured nearly three times as much heading as any other state, and with Pennsylvania, Virginia and Missouri supplied forty-six per cent of the total production. The principal centers of sawed hoop industry were in Ohio, Michigan, Missouri and Indiana.

Problems in the Veneer Business

HANDLING THE "OVERS" AND "OUTS"

A corollary of the proposition that one way to make more money out of the veneer business is to utilize as far as possible all waste material, is the proper handling and use of stock which is rejected for a particular job for which material is being cut. The assortment and storage, and later on the withdrawal, of the material manufactured in this way has become one of the most important parts of the veneer manufacturer's business, and the man who is developing it properly is making money.

It goes without saying that in cutting veneers for a given use, a lot of material will be produced which is not available for that particular purpose. For example, if 60"x18" panels are to be made up, the production of the face veneers for this order will involve turning out a good many which are defective, and which cannot go into that work. They may be used later on, however, either as backs or in smaller panels to which they may be applied by being cut to dimension in such a way as to enable the defective part to be eliminated.

There is nothing new in this, of course, but the point lies in the methods used in preparing for use the material which goes temporarily into the discard. If it is simply stored, and the quality, character and amount of it held carelessly in mind and no special effort is made to move it as rapidly as possible, trouble piles up invariably. The so-called efficiency engineer would have many opportunities to take a dig at the veneer man who used a system of that kind. Yet it is not unusual for veneers to be treated in just this slip-shod way.

The assortment of the individual pieces as they come to the storage-room, according to size, grade and character, should be as carefully done as though the stock were to be used immediately in an important job. The fact that such treatment will open the way for more rapid use than otherwise is a sufficient reason for the employment of this method, while the very item of storage space, while not a pressing factor, is nevertheless one that comes into play. It is needless to take up valuable space with material that could be gotten out of the way, as well as to tie up capital in stock of this kind when it could be turned over quickly by intelligent handling.

The man in charge of this department should be one chosen for intelligence and judgment, and should be one of the high-priced men in the plant. The idea of referring that kind of work to a cheap or inexperienced employe, because it is not regarded as a "productive" job, is a fallacy. There is no place where a manufacturer can lose money, any more rapidly than in this part of the plant through the inefficient or unintelligent handling of stored material.

The approved plan for getting the most out of this proposition consists, first, of getting the right man in charge of the work. He should be, in fact, a sort of assistant superintendent. He should know what kind of jobs are being handled, and what kind of material is used in each department, so that he may know more accurately where the material he has can be used to best advantage. When unused veneers come to him from the cutting department, and are separated according to the plan suggested above, they should be stored in compartments or racks so as to make access to them easy, and enable the division lines to be plainly in evidence.

There should be no rule of thumb method about it. A careful record should be kept of all the stock that goes into the department, and additions to it and withdrawals from it should be made up daily, so as to show at all times just how much and what kind of stock is on hand. A copy of these records should be on file in the office as well as in the department, so that if the manufacturer sees that his stocks are getting unwieldly steps may be taken to reduce the amount. This system of maintaining a constantly corrected record is absolutely necessary to the proper handling of reserve stocks.

The head of the storage department should receive a copy of all the cutting orders sent to the superintendent. From this he can [illegible] of his stocks are available for use, and can select the veneers which are available. Sometimes this involves cutting to dimensions or other operations, but the plan is easily worked, as the veneers provided are delivered to the superintendent with a statement of the number and quality and the work required to be done upon them. Thus the superintendent gets in short order an idea of the amount of new cutting which must be done, and need not produce more material than is necessary for the work in hand.

"I had a lot of trouble in that department," said a well-known member of the trade recently, "because I didn't have the right man in charge of it. Stock kept piling up; it was badly arranged, and before long the room was crowded to the ceiling. It looked as though we simply couldn't get the pile down to respectable proportions. Finally I adopted heroic measures, and put in charge of the work a bright young chap who was familiar with the general business of the plant, and who knew the practical details of manufacture. He went through our stocks, sorted them more carefully, made a record of what was on hand, and began to weed out the stuff that could be used. Before long the pile began to lose its top-heavy proportions, and in the course of a few months it was lower than it had been for some time.

"That fellow is earning his pay and a good deal besides, while the other man was costing me money. I am getting full value out of my stocks and am putting them to use within a reasonable period after being cut. With the cost of material rising higher all the time, there is no good reason for tying up a lot of needed capital in veneers which are not being held for the use of a customer.

"The man who is best fitted for the position is one who knows the business—who has intelligence and can think out plans for using the stock. Sometimes a rejected back veneer will do as a face veneer on another job, by cutting it down to a smaller size. Other plans can be used to utilize the stock, and the better head a man has on his shoulders, the more of those plans will he evolve."

The question of the value of material of this kind and the price at which it should be figured into an order of panels, is occasionally a pretty hard one to solve. When veneers are cut up for use on a given order, there are a considerable number of rejects, which are absolutely unavailable on the work. One of two things is done. The veneers used on that order are either charged for on the basis of the cost of all the material cut, so that the rejects involve nothing except the labor and handling expenses, or the possible value of the rejected veneers is figured and that amount is deducted from the price of those used out of the lot. This is an unsafe proposition, however, and can hardly be recommended. Much of the material may turn out to be absolutely worthless, even though the veneer man may manage to make use of most of it later on.

"Now, then, assuming that the original cost of the veneers has been taken care of by the sale of the good stuff which was produced at the time, on what basis are you to sell the rejects, which are cut to dimension, worked in for backs and otherwise utilized, one, two or half a dozen months later? I personally believe that we ought to charge for them on the basis of the original cost of manufacture. If we put them in on any other basis, we run the risk of demoralizing the business, and making it impossible to get the prices that ought to be paid for stock of the same kind which had to be cut fresh for the order. We can shade the price enough, perhaps, to give the consumer a better proposition than it would otherwise be, but it is bad for the veneer man to give away whatever profit he may make on the rehandling of the stock which has been held in storage."

The question is an interesting one, as the endeavor of the trade to reduce losses of material will undoubtedly result in a much greater percentage of the sum total of veneers manufactured, especially those of high class being made use of finally, than heretofore, when reduction of waste was a problem not given much consideration. There is always a temptation to throw away the margin secured by making use of stock of this character; yet for the sake of competitors who are selling veneers and panels at prices based on the cost of stock upon which the full original charges of manufacture and overhead expense are made, as well as in order to conserve whatever additional profits may be secured on the business, it is by all odds best to sell the goods at a fair market price.—G. D. C. Jr.

A CITIZEN OF NORTH CAROLINA

The general public, and even lumbermen, have but a very indistinct and illy-conceived idea of the illicit whiskey producers of some sections of the country, that almost may be regarded as unknown lands. It is doubtful if the average manufacturer of moonshine whiskey, either in the mountain section of the lower Appalachians or in the cane brakes of Mississippi and Arkansas, is a law-breaker by instinct or by choice. In some particulars he is a great respecter of the law, but only inasmuch as he can regard the law as a just one. He can not believe it a righteous law that prohibits him from producing anything from the hospitable land in which he dwells, by means of which he can feed and clothe himself and his family. He doesn't believe that it is just for the government to impose upon him a tax of ninety cents a gallon for producing whiskey, and therefore he pays little attention to the law save to keep out of its clutches. Hence, he "hides out" with his little worm and crude still in almost impenetrable recesses of the forest, and laboriously produces moonshine in such an extravagant way and in such a limited quantity, as to make even revenue officers wonder why he will take such desperate chances for the slight avails that can be secured from the business. Still he does it, and there has been more killing of officers of the law and of moonshiners than even the importance of sustaining many good laws warrants.



QUILL ROSE OF SWAIN COUNTY, N. C., PEACEFUL AGRICULTURIST, OCCASIONALLY ACCUSED BY THE GOVERNMENT OF MAKING ILLICIT WHISKEY.

No one has yet proven that the redoubtable citizen of Swain county, N. C., pictured on this page, who lives way up at the head waters of Eagle Creek, far remote from railroad, wagon road or even a trail, is a manufacturer of illicit whiskey. Some people say that he is, and occasionally the revenue officers drop in on him and take him over to Asheville under indictment, just because they happen to detect him feeding his hogs with swill that bears a close resemblance to the mash from a still.

Quill Rose is a squatter on the property of the R. E. Wood Lumber Company, way up under the shadow of Siler's Bald on the Tennessee line, and so far as the writer knows, is engaged with the assistance of his venerable wife and yaller mule, in peaceful agricultural pursuits. He confesses that in his salad days he was mixed up more or less in the production of 'shine, but with advancing years, and with the increasing risk in the enterprise, he has ceased to make any of this delectable white whiskey. He doesn't deny he knows how to make it, and how to dispose of it, but alleges that he prefers the pursuit of peace and happiness in occupations that are not interdicted by the government.

One of these pictures shows Quill Rose as caught by the camera of the writer, at the corner of his very modest shack as he was starting out with his crude scythe to cut a bit of grass for his mule. The portrait picture of him is one that was secured by R. E. Wood, during a recent forced trip that took Quill "to court" at Asheville.

The writer has had the pleasure some years ago of enjoying Quill's hospitality at the head of Eagle Creek, and was even shown by him the remnants of a still that surely hadn't been in operation for many years, and he is not led to credit, in the face of Quill's protest, that he has anything to do nowadays in the making of moonshine. He is a quiet, peaceful old chap, and Mrs. Rose is a motherly old lady; and R. E. Wood doesn't hesitate to turn over all the land area that they both want for the growing of corn and garden truck, without charge or obligation.



PORTRAIT MADE OF QUILL ROSE DURING A RECENT VISIT HE MADE TO THE U. S. COURT AT ASHEVILLE.

PREACHING THE GOSPEL OF FAIR DEALING

F. R. Babcock, retiring president of the National Wholesale Lumber Dealers' Association, in a speech made at the banquet of the last annual meeting of that organization at Louisville, gave utterance to sentiments that inspired his hearers to much enthusiasm. Fair Dealing was his text, and HARDWOOD RECORD can not more heartily approve of Mr. Babcock's utterances, than by quoting some pertinent paragraphs from his address. He said:

"This event marks the close of twenty years' successful operation of our association, a distinction rarely enjoyed by any body of men who have bound themselves together for the purpose of creating and maintaining a platform upon which the lumber business may be done; having for its aim the high social and moral plane that should exist between men in the furthering of a

great industry, rather than an organization solely seeking profit.

"We have had twenty years of continual growth and prosperity without even a suggestion of conflict, or the creation of a clique, a result that I have never before known in any body of so vast importance. I am proud of my affiliation, and have been inspired by the high moral plane upon which the work has been conducted, and from it I have gathered many lessons of great value.

"Fair dealing is the surest guarantee to continued respect; but beyond the point of fairness no man is bound to go, for beyond that point he has no right to go unless he deals with that which is wholly his own. Generosity is a fine impulse, but not in him who gives away that which belongs to another.

"A better understanding would knock most grievances in the head. In this world no one's heels are on anyone's neck. The Fates are against no one, but always favor those who look to the morning rather than those who long for the night. A battle is not over until the night of the last day, and until then the loser has not lost his chance to win. Fortune may sometimes neglect the brave, and may, when her sight is blurred, temporarily crown some malefactor, but never in a thousand years will she leave him crowned for long.

"If we did not make mistakes, one of the greatest pleasures in life would be denied us. One of the greatest mistakes we make is being too noisy about our rights. I have no message that is not conveyed by every rising sun, but if I could reach all the people of the United States, I would say, stop the constant noising of your wrongs, and adopt as national beatitudes:

" 'Blessed are those who are willing to shoulder a part of the blame for their own failures, and those who realize that to disagree is not to be dishonest.

" 'Blessed are they who know that cheating in labor is as bad as cheating in money; that a thirty-minute hour is as dishonest as a fifty cent dollar.

" 'Blessed are they whose vision is clear enough to tell a real from a fancied wrong, and who dwell upon the blessings that they see rather than upon the hardships they imagine.'

"If these changes in humankind should come about, the business of our country would spring to its feet; our troubles would shrink and disappear; a tremendous tide of confidence would start us towards national prosperity and universal peace."

HAD TIME TO TAKE A REAL BATH

The many friends in Memphis, Chicago and elsewhere, of Leland P. Arthur, vice-president of the Payson Smith Lumber Company, Minneapolis, Minn., and in full charge of its Chicago office, are laughing at the plight in which "Lee" found himself some time ago when on a trip west of the Mississippi river:

He desired his suit pressed and it happened that there was no bath room connected with the hotel and he was compelled to patronize one immediately across the street. Arrangements were made with the tailor located in the hotel building, to press the suit and Mr. Arthur then proceeded to discard it and enter the bath. The boy attendant was sent to the tailor shop, with the suit, with orders to have it pressed and returned at once.

Mr. Arthur entered the bath at half past four and at five o'clock rang for the boy, who informed him that the suit would not be ready until six.

"Lee" claims that he splashed around occasionally so that occupants of the other bath rooms would not think that he had drowned.

Mr. Arthur is somewhat tender on this subject, possibly on account of the long soak that he had.

A MAN OF RARE JUDGMENT AND QUICK DECISION

"One of the quickest men to arrive at a business decision, that I have ever known," remarked an acquaintance, "was the late John B. Ransom, organizer and president, until his death, of John B. Ransom & Co., of Nashville, Tenn."

While at one time visiting a neighboring plant in his native city, he was shown an inventory list of staves, hoops and all stock connected with a red cedar churn and bucket plant, and asked to give an estimate of the value. Turning over the sheets rapidly, he mentioned a sum which, to the surprise of the manager, was within a few hundred dollars of the actual inventory value, which ran up into the thousands.

Mr. Ransom formed an opinion quickly and stood by it, and his success as a business man, proved his good judgment.

AT HOME WITH THE NORWEGIANS

Fred T. Peitch of the F. T. Peitch Company of Cleveland, O., attended the Shriners' convention, which was held in the Twin Cities several years ago. He is the proud possessor of a good supply of curly light hair and has always considered it quite an asset, but when in "Little Norway" (as Minnesota is some times designated) "Fred" was called "Ole" so many times that he has since made an oath never to attend the Northwest again, under any circumstances, without becoming a brunette.

QUICK, BUT UNSATISFACTORY SPECIAL DELIVERY SERVICE

A number of years ago, W. D. Johnston, president of the American Lumber & Manufacturing Company, Pittsburgh, Pa., had occasion to send a special delivery letter to a customer in his city, concerning an exceedingly important matter. Ringing for one of his office boys, he handed him the letter and told him to send it at once.

In about fifteen minutes a special delivery messenger from the post office department rushed into Mr. Johnston's office with a letter addressed to him and upon opening it, he found that it was the same letter he had sent out a short time before. Things were doing for a few minutes and the particular office boy who committed the crime was summoned. Fixing his eagle eye upon the offender, Mr. Johnston questioned: "What is your name?" The boy replied: "Holihan." "What is the name of the other office boy in your department?" "Hoolihan," was the reply. "No, I mean the boy that sent out this message. "Dugan," came quick as a flash. Speechless, Mr. Johnston glared at the offending lad and without further scolding, dismissed him from his presence, but for the balance of the day, Ireland was not popular in the office of the American Lumber & Manufacturing Company.

UNSATISFACTORY TOOTH POWDER

Hendrick Booraem of the Booraem-Powell Lumber Company of Minneapolis, recently had an unusual surprise. A relative was visiting at his house and while Mr. Booraem was reading the evening paper, she rushed from the bath room, exclaiming in horror: "I believe I am going mad" and as she was frothing at the mouth, some excitement was created. It developed, however, that instead of using tooth powder, she had inadvertantly used Mr. Booraem's box of shaving powder. The latter states that from that time on, he has used shaving soap in cakes, with the name engraved on both sides of it.

A BOYHOOD ESCAPADE

A life-long friend of C. B. Benedict, president of the Conasauga Lumber Company and the newly formed Cumberland Valley Lumber Company, both of Cincinnati, reports that many years ago when "Chan" was a boy, there was located in a vacant lot near his home a large stack of refuse hay, which was a continual temptation to him, and at last, yielding to the "Mr. Hyde" side of his nature, he, in company with several of his mates, set fire to the stack and in the excitement of the chase, Mr. Benedict overlooked the fact that a barb wire fence lay in his path, and running into same, tore his trousers into shreds and quite badly lacerated one of his legs. His father, Mr. C. H. Benedict, on learning of the accident, merely said: "Did it pay Channie?" And the latter, after due consideration, came to the conclusion that it did not.

This story would not be told had Mr. Benedict a family of boys, for it is hard to believe that his only child, a daughter, will follow in her father's footsteps in matters of this kind.

BUFFALO'S NEW POLICE COMMISSIONER

The many friends of James B. Wall, vice-president of the Buffalo Hardwood Lumber Company, are well aware of the large vein of

fun in his composition and so when he was appointed a police commissioner of the city they proceeded to do a little jesting along with the tokens they gave him in appreciation of the responsible position he had taken. After loading his desk with flowers, the lumbermen voted him an official policeman's club and turned out one of walnut about the size of a baseball bat, which could also be made to remind everybody of the times he used to strike out at the annual game.

Not satisfied with that, they decorated the club with a green ribbon, as a hint of his ancestry. At last accounts his fellow commissioner was stumping him to go up Main street some afternoon, carrying the club and see what would come of it.

In spite of all these little pleasantries, it is expected that "Jim" will turn out to be a good deal of a stone-Wall in the city police department, of which there is always much need in a city the size of Buffalo.

EASY TO SEE WHY HE HAS COIN

Pennsylvania papers are poking fun at T. D. Collins of that state, who is credited with somehow managing to roll up a little matter of $7,000,000 during his sojourn of eighty-one years in this vale of tears.

He lives in the little hamlet of Nebraska, Forest county, though the big woods that used to be a leading attraction there are going fast. He took a trip to Warren one day lately and as he was of course much of a lion in those parts in spite of himself, he was naturally pursued by reporters.

In an interview that he did not manage to escape, he confided with one of the pencil shovers far enough to say that he usually had to buy a dinner whenever he came to town, but he could hardly afford to pay fifty cents for a meal!

SIGNS OF SPRING

A Chicago lumberman while on a visit to New Orleans a few days ago was asked if there were any signs of spring in Chicago.

"Signs of spring!" he replied, "sure there are; the posters are up for Ringling Brothers' circus, and Bowling Arthur Johnson threatens to have a hair cut."

Dimension Stock

Editor's Note.

HARDWOOD RECORD is indebted to George E. Breece of the West Virginia Timber Company, Charleston, W. Va., for the subjoined interesting and instructive suggestions, supplementing Van B. Perrine's recent paper on the subject of "The Profitable Production of Dimension Stock." This publication has urged for years, that logically and under even reasonably efficient manufacturing and sales methods, there is a handsome revenue to be derived by lumber manufacturers from the production of dimension stock, and that its production and distribution would solve not only many important hardwood grading problems, but to a large extent would eliminate the bugbear of losses on low-grade production. This communication, in connection with Mr. Perrine's paper, certainly should have a concrete and specific value to hardwood lumber manufacturers.

Referring to an article in HARDWOOD RECORD of February 25 by Van B. Perrine of Fort Wayne, Ind., on the manufacture of dimension stock and the cost of same. I have been a strong advocate of dimension stock for many years, having been a large producer in this line in hardwoods. Mr. Perrine's article gives some interesting information, but I will have to take issue with him on one thing. Most millmen have been cutting their timber close in the woods, making a large amount of low-grade lumber, and for the past three years have been having an overproduction of low-grade stock. If the sawmill man would watch his production, and take on dimension orders to take care of his low-grade lumber, figuring it on the basis of the market price, adding the cost of manufacture in place of putting it on the market as low grade, I believe he would be better off. For example, No. 2 common oak—we will say oak, as a large proportion of dimension stock is made from this wood—has to cut fifty per cent clear, while in cutting any ordinary dimension stock you can work out about seventy per cent. No. 3 common oak has to work twenty-five per cent clear, and you can work it into ordinary dimension stock, such as chair stock, table tops, barrel shucks and other classes of dimension, and cut out fifty-five per cent.



GEO. E. BREECE, CHARLESTON, W. VA.

The average freight rate on lumber as a whole, taken from lumber centers, is about fifteen cents. Mr. Perrine fails to tell you the freight saving you will make by working lumber into dimension stock, in place of shipping it as low-grade lumber. In fact, at all my plants in West Virginia I can take No. 3 common oak, maple, beech, chestnut or any kind of hardwood, and work it into dimension stock, and the saving in freight will pay for the cost of manufacture. That is, you ship fifty-five per cent No. 3 common, throw away forty-five per cent, or let the forty-five per cent go into fuel, if you have a market for fuel; whereby if you ship this lumber to market on an average of fifteen cents per hundred, you would have to pay on the basis of full value of No. 3 common; or in other words, it costs just as much to ship a No. 3 common grade, as it does to ship firsts and seconds. The thing for the sawmill man to do is to cut out his waste, raise his grade and have no low-grade lumber to sell. If he will do this as much as possible, it will have a tendency to raise the price of lumber and do away with the surplus of low-grade stock.

There is very little money in cutting 1x1 inch or 2x2 inch squares, and I would advise every sawmill man to steer clear of such orders as this. If they do cut dimension they should turn their stock into other than small squares. Too many sawmill men undertake to put all their waste into squares, and there is always a surplus on the market, and some one is ready to sell at any kind of a price. If sawmill men would put in the proper kind of machinery, and remanufacture their slabs and edgings, based on such orders as logically will take care of the output from slabs and edgings, it would bring them much higher prices than the squares. In fact, I do not manufacture any squares to speak of, but put all waste into jiggered stock or flat dimensions.

I am writing this letter because I am afraid many sawmill men making dimension will get a wrong impression of the business. I know Mr. Perrine personally, and know he has made a success in the business, and I agree with him that most people making dimension stock sell it too cheap.

I know of a concern in New York, that was formerly a large wholesale lumber house, which went into the dimension business and gave its entire attention to it. This house bought in most cases only one or two cars of the same manufacturer, and kept getting into new territory, and in this manner made a prosperous business for itself, but not for the producers, as it was instrumental in cutting and maintaining the price of dimension stock to a ridiculously low and non-profitable level for the manufacturer.

Piece-Work in the Lumber Yard

While the system of paying for labor by the piece, and on the basis of results accomplished is in use in many manufacturing plants, and seems to have justified its existence, it is not the general rule to pay lumber handlers in wholesale yards on this basis. The usual per diem scale of wages is in vogue, and the fact that this has been the method generally followed, gives it the prestige that always goes with precedent.

Hardwood men, who have learned that the margin of profit in the business has reached a point where they cannot afford to throw away money in unnecessary handling expenses, have been instituting the piece-work system, whereby lumber handlers are paid on the basis of so much for each thousand feet of lumber stacked, and vice versa. This method is usually objected to at first, especially in the South, where negroes are generally employed, and the proposition that each man must perform a given "stunt" in order to get the same amount as before does not look good to the easy-going dusky employe.

Nevertheless, where the plan has been finally adopted, it has proved to be worth while in more cases than it has fallen down. This is not to be taken as an unqualified statement, but is the impression which has been gained by conversations with those who have tried both ways. The fact that advocates of the piece-work method of payment in the lumber-yard are gaining in number would seem also to support the theory that this is the better system.

It is undoubtedly true that the necessity for performing a given amount of work stimulates activity on the part of yard crews. When each man knows that he will get his money at the end of the day, no matter whether he handles 5,000 feet of lumber or 10,000, the chances are that he will not exert himself to pile the larger amount. On the other hand, if he knows that by doing a big day's work he will get a big day's pay, he will work at a faster rate than he could ever be induced to do unless there were the stimulus of extra pay. This purely selfish incentive must be provided, and it is the only way by which the laborer can be induced to put forth his full efforts all the time—that is, assuming that it is not possible to reform human nature in the lumber-yard any more easily than elsewhere.

Manufacturers have found that in some cases the piece-work system has a bad effect on the quality of the work done. Employes get careless as to their machines in the effort to do as much work as possible, and those who have the more important duty of finishing wood products skimp the job occasionally in an effort to pile up as large a total for the week as possible. However, the objection that has weight with them does not operate in the lumber yard to the same extent. Of course there can be good and bad work in trucking and stacking lumber, just as in anything else, but the possibility of difference is less and the chances for poor work in piling are not particularly evident.

With a good foreman to see that the work is properly done, yard crews will get lumber from the car to the stack in rapid-fire fashion, and without putting the stock up in slip-shod style either. It is merely a question of keeping the men going at top speed, and in place of the assistance of the sulphuretted vocabulary usually employed by the yard foreman, there is the mental impulse supplied by the prospect of better pay for increased effort.

The lumberman earns his returns on a basis of thousands of feet handled. His overhead expense is assessed on the basis of quantity of stocks moved. When he is paying his men by the day, without regard to the actual work done, and knowing only the records of the men in a general way, he has a difficult time figuring labor costs into his handling charges. Furthermore, he does not know who is giving the best returns. When the work is done on a piece-work basis, he knows before-hand what it will cost him to handle the lumber. He can figure in advance, knowing his overhead expenses as well as his yard costs and how much he must sell his stock for in order to make a profit. This is something that cannot always be determined the other way, and this is a real advantage which lumbermen have learned to appreciate.

Entirely apart from the question of expense is the matter of service to customers and improving the general spirit of the yard. If lumber is being handled rapidly and efficiently, the rush order which comes in late in the afternoon can be gotten out in a hurry the same day, because the men, knowing that they are to get returns on the work they do, pitch in without grumbling and make every lick count. That means that the business is in a little better condition than it was before, and that things can be done which are impossible where vigorous and whole-hearted effort is not to be had when it is needed.

A veteran hardwood man who had used the per diem system of payment for many years and who insisted that it was the proper method of handling the yard proposition, discovered one day that it was costing him more to yard and handle his stocks than anybody else in town, and that most of the other fellows had put their work on a piece basis. He then promptly adopted the new idea. His men kicked a little at first, some of them threatened to quit, but finally decided to try it out. The results were favorable to them as well as the lumberman, and the system is in use today.

The Iron Age, that dean of trade papers, recently printed the following, which, while it discusses the question from the standpoint of the metal-worker, is just as applicable to the hardwood business:

"The piece-work system has stood the test of years and has demonstrated its worth, its application to manufacturing now being widespread. Because of this, a defense of its value may seem to many to be superfluous. Yet it is a fact that there are numerous establishments in which there is either no attempt to introduce piece-work or else its adoption is only partial. To such it will not be amiss to explain more fully it possibilities. There is little excuse for any shop, which manufactures in quantity, to have any of the producers working on day work, and it is quite possible as well to arrange to pay some of the so-called non-producers on a piece-work basis.

"Piece work has two points of especial worth, either of which is of sufficient value to vindicate its introduction. The first, and perhaps the most important, of these points is the incentive to increased production which this method of payment, when properly administered, can be shown to build up.

"History tells repeatedly of the workings of incentive on nations, showing just as often the deplorable results which inevitably follow the loss of incentive. Here we are dealing with a natural law, of all laws the most rigid; obedient to this law we find the most rugged tree growth in the spots where the tempest beats with the greatest violence. And in the growing efficiency of our manufacturers, in the progress they have made, the incentive supplied by the piece-work system has played an important part. Although there will be some who will defend the efficacy of other means of speeding up the help, it will hardly be denied that there can be no stronger incentive than the full pay envelope, nor is there any steadier, more constant influence than definite, well-chosen piece rates."

The figure at which the handling of lumber is to be paid for can be set reasonably accurately from data in hand as to present labor costs. Inasmuch as it is usually safe to assume that a greater volume can be handled under the influence of a piece-work system, it is well to fix the rate low rather than high, especially in view of the fact that increasing the rate later on will be a much more popular move than reducing it, as might be the result if the initial amount were made too large. It is well to have in mind the fact that the lumberman will save money by the application of the new plan, and that the workmen will make more money by doing a greater amount of work in a given time.

The piece-work system involves also the application of a well planned system of handling lumber in the yard. If the lumberman has the habit of laying a lot of stock on the ground after it has been unloaded from the car, and does not truck directly to the pile, the time and labor involved in handling will be greater and the men who are used will not be able to make as good a showing as they could under more favorable conditions. Likewise, if the yard system is not sufficiently well arranged to enable men to be kept at one kind of work continuously, the proposition becomes unwieldly. In some yards

men are taken off piles to assist in loading a car, or are called from a truck to help load a wagon. The better plan is to arrange the disposition of labor so that each man can be kept steadily employed. In this way the record of accomplishment is more easily kept and the clerical work involved in figuring the earnings of the individual workman is reduced to a minimum.—G. D. C. Jr.

Legislation Affecting Lumbermen

At the recent annual meeting of the National Wholesale Lumber Dealers' Association held at Louisville, Ky., Hon. John M. Woods, chairman of the committee on legislation, made a report on pending legislation affecting the lumber industry, which was very exhaustive in character. Mr. Woods holds that every lumberman should interest himself in pending governmental and state legislation and oppose the passage of bills that are inimical to the well-being of not only the lumber industry, but of the business of the country as a whole. He holds that Americans know of only one way to right wrongs, and that is by lawful and constitutional methods. He said that some of the great business organizations of the country have deemed it wise to discuss and act on these great questions, and their effect on the whole body politic, and he believed it wise for lumbermen to express their views on the subject of pending legislation.



HON. JOHN M. WOODS, EAST CAMBRIDGE, MASS.

Important excerpts from Mr. Wood's report follow:

The great questions of the tariff, transportation, finance, labor, agriculture, employers' liability and compensation to employes for injury, and many others, while on the surface may not seem to directly concern, interest or affect you, just as surely and really should concern and do affect you as though you were mentioned by name, and were personally helped or hurt.

THE GOVERNMENT ATTACK ON THE LUMBER TRADE

Lumber associations have done more to root out the unscrupulous, irresponsible and dishonest in the trade than all the law officers of the government ever have or ever will.

Every lumber association, firm or corporation so far as I know has said to the government: "Here are our books and records; examine them all you want to; we have nothing to keep back or conceal. What we have done and are doing is in accord with ordinary business prudence and correct and legitimate business rules."

The time, money and energy spent by the government in trying to unearth something against the lumber trade of this country has been a most dismal failure. If there is anything wrong, we have the men, machinery and determination to root it out and remedy it. No member of this association needs a government detective to dog his heels. There is a right and a wrong way to do things.

THE TARIFF

Germany spent twelve full years in the most exhaustive and thorough investigation of the tariff before the adoption of the present policy. Every manufacturer and dealer was directly asked to give his views. When these were all collected and carefully examined, it was gone all over again to be sure that no mistakes were made, and no industry or interest harmed. What is the situation in this country today? The great business interests of the country are substantially in the vise-like grip of one man, legislation being rushed through without discussion, deliberation, examination or investigation worthy of the name; the results and consequences only the lamp of experience can give us any idea of; fourteen lawyers, good ones, perhaps, but as incompetent to frame business laws for this country as they are to make rules for the inspection of lumber. So far as the minority is concerned, they might as well be sitting on the banks of the Peibiloff islands of Alaska watching the seals play, for all they can do. I hold no brief for any party or interest, nor do I intend to discuss the tariff. The immortal Lincoln expressed my views on it. He was asked, "What do you think about the tariff?" His reply was, "I don't pretend to know much about the tariff, but I know this, that if we buy our goods of the foreigner he gets the money and we get the goods, but if we make them here we have both the goods and the money."

WORKMEN'S COMPENSATION LAWS

There is another matter of tremendous and vital importance to every employer of labor. It is known as the workmen's compensation law. A committee, consisting of four lawyers in Congress and one editor, has just made a report and a draft of a bill to Congress and I regret exceedingly to say the president of the United States has given it his unqualified approval. In my judgment it is the most drastic and radical legislation in the whole history of the country and will become the law of the land as applied to interstate commerce unless the entire business interests of the country make a most emphatic protest. Common law is thrown to the winds. Massachusetts has a similar law that goes into effect July 1, 1912. The principal provisions of the act affect directly or indirectly almost every citizen. Except as to domestic servants and farm laborers, the following defenses of employers are repealed:

FIRST. That the employe was negligent

SECOND. That the injury was caused by the negligence of a fellow employe.

THIRD. That the employe had assumed the risk of the injury.

"The employer may take his chances with his employes with the above defences repealed or he may protect himself against their claims, and those of their representatives and dependents in case they are killed, either by becoming a subscriber to the Massachusetts Employes Insurance Association, (a mutual liability insurance company created under part IV of the act) or by insuring the liability to pay the compensation provided for in the act, in any company, stock or mutual authorized to do liability insurance business in Massachusetts."

The amount of compensation an injured employe or his representatives and dependents may recover, is roughly as follows:

"(a) For the first two weeks after the injury no compensation except reasonable medical and hospital services.

"(b) In case of death, payments are to be made dependents equal to one-half his average weekly wage extending over 300 weeks—maximum amount $3,000, partial dependents to receive compensation in a lesser amount. If there are no dependents, expenses of burial and last sickness up to $200 are to be paid.

"(c) In case of total incapacity, payments are to be made him equal to one-half his average weekly wage extending over 500 weeks,—maximum amount $3,000.

"(d) In case of partial incapacity, payments are to be made him equal to one-half the difference between his average weekly wage before and after the accident, but the payments in no case shall extend over more than 300 weeks or exceed a maximum of $3,000.

"(e) In case certain specified serious injuries are received, there shall be paid in addition to the above amounts, sums ranging from a total of

one hundred and twenty dollars to a total of one thousand dollars."

FOURTH: Compensation as provided in this act will not be paid if an employe is injured by reason of his own 'serious and wilful misconduct,' but if the injury of the employe is due to the 'serious and wilful misconduct of his employer,' or 'of any person regularly entrusted with and exercising the powers of superintendence,' the sums enumerated are to be doubled.

FIFTH: Every employe is compelled to keep a record of injuries received by his employes in the course of their employment, and to report the same in detail within forty-eight hours of the occurrence under penalty of a fine of $50 for each failure so to do.

SIXTH: The act provides in considerable detail for the establishment of an industrial accident board (so-called), which is given general supervision over all parties affected by the act, and which is clothed with quasi judicial powers.

SEVENTH: The act establishes also a mutual liability insurance company to which employers are entitled to subscribe, and which company, together with existing liability insurance companies, is authorized to insure against the liability created in the act. The conditions under which the company can begin and can continue to do business are set forth in detail in the act.

I oppose this law, believing it a most unjust and iniquitous piece of legislation. The Senate of the United States has before it peace treaties to refer international disputes to arbitration. The lumber associations have committees to arbitrate disputes between its members. Business men are more than ever using this method instead of going to law. I know of no reason why an arbitration board could not be created to settle accident cases. I leave it to your imagination what it would mean to one who had a number of employes hurt. The bill affecting railroads, it is estimated, adds twenty-five per cent to their cost in accident cases, or a great many million dollars. This added expense to the common carriers must necessarily raise rates. Lumber stands high on the list and will have to pay no small share of this added expense.

WOODLAND TAXATION, PREVENTION OF FOREST FIRES, ETC.

There are other matters of interest to lumbermen, such as taxation of woodlands, prevention of forest fires, acquiring land for the Appalachian and White mountain tracts, and the chestnut blight. These have all had attention.

Judge Colston at Cincinnati a few weeks ago made some remarks on the duty of business men and associations, that seem to be so pertinent and timely now that I quote from them as follows:

I believe that the law and business ought to go hand in hand. I do not believe that you want to allow, or that our people in the United States ought to allow the law to tyrannize over business, and I do not feel also that the law ought to allow business to tyrannize over it. There is some happy adjustment to be made, and I think it is the part and the duty of our business men to see that their representatives who represent them in the legislative departments of our government should appreciate that the law is made for man, and man is not made for the law.

It is my opinion that there are too many lawyers in the houses of Congress who want to make laws on business subjects of which they know nothing. There ought to be fewer lawyers in Congress and more business men. All of this is a matter within your control. These politicians who are in the House of Representatives and in the Senate will come down, my friends, as soon as they know where public sentiment is. All you have to do is to make public sentiment, put it in the right channel and mould it according to what it ought to be.

How can you expect the House of Representatives with the number of men in it that it always has, to know anything about what the business needs of the country are when there are two-thirds of them, as I believe, lawyers who never conducted a business enterprise in their lives, and many of them in all probability never had a business lawsuit, never had a business client? What do they know about the great industrial business of this country? And I tell you, my friends, that our business interests are the heart of the country, and there ought to be law-makers that know what the business interests in this country require, and who have the ability to provide the kind of legislation that will make business grow, not make business die.

I think it timely that we should be warned against the campaign of unrest that socialist speakers and agitators and writers are carrying on throughout the country. The crowds are listening to these people, most of them being entertaining and superficial, and a gospel of discontent and unrest is thus being propagated to a dangerous degree. A question we must ask ourselves, as business men, is "What are we going to do about it?" In my judgment it is a very pertinent question, and I commend it to your serious consideration, and if these questions are left to the business men of the country I do not fear the result. I want to take this occasion to champion the honor, the integrity, the fairness, the loyalty and patriotism of the great army of business men of this country; I have known many of them for twenty years or more and I want to say that I am proud of the business men of my land.

The time is coming, however, and in fact now is, when the business man must take a more important part in our political life. If we had more business men in our legislative halls you would not now find on our statute books laws that are used as a mighty instrument of torture by the demagogues against the business of the country. Do you imagine that a law that goes hunting to prosecute men of business, representing such wide and varied interests as they do in this country, will have no harmful effect on the business of the country? The astounding thing is that the results have not been even more disastrous. Every nation has at some time in its history tried in some way this paternal meddling with its business, and every one of them has plunged its commerce into disaster.

The history of the world shows that under the freest and least meddlesome governments, the greatest progress has been made, and it is really amazing that the American people have suffered so long—men with no experience or capacity or knowledge of business to determine how the commerce of the country shall be managed.

RECOMMENDATIONS

FIRST: That this association heartily endorse the National Tariff Commission Association's recommendations to create a permanent non-partisan tariff commission.

SECOND: That this association oppose any legislation looking to making uniform the hours of labor throughout the United States.

THIRD: That this association oppose the bill known as "A bill to provide an exclusive remedy and compensation for accidental injuries resulting in disability or death to employes of common carriers by railroads engaged in interstate or foreign commerce or in the District of Columbia and for other purposes."

FOURTH: That the committee on legislation of this association shall have the authority, subject to the approval of the executive committee, to favor or oppose, as the case may be, legislation affecting the lumber interests.

Export Trade for January

The report of lumber exports from the United States for the month of January shows a considerable falling off from the corresponding month of a year ago. This is not at all remarkable owing to the very serious weather conditions that have prevailed in this country during January, and from the fact that bottoms in which to make export shipments have been very scarce, and but a very small portion of the tonnage offered was accepted by the vessels in this trade.

The value of logs exported in January, 1912, was $278,471 as compared with $314,701 for the corresponding month in 1911. In hewn and sawed timber the value fell from $930,175 to $483,152. However, in boards, planks and deals there was a considerable increase, the quantity for 1911 being about 148,500,000 feet, aggregating a value of $3,119,073, while in January, 1912, there were over 171,500,000 feet shipped with a value of $3,768,356.

Canadian lumber exports still continue the largest item, with the United Kingdom a good second; Argentina, third; Cuba, fourth. South American countries are now using more lumber from the United States than Continental Europe.

Approved Recipe for Whitewash

The Lumbermen's Underwriting Alliance of Kansas City reiterates the recommendation that a thorough cleaning of all woodwork of sawmills and factories, and then the application of a generous coat of whitewash spells very much for decreased fire risk. The Alliance suggests the following approved recipe for the making of whitewash:

Slack one-half bushel of lime with boiling water, keeping it covered during the process. Strain it, and add a peck of salt dissolved in warm water; three pounds ground rice, put in boiling water and boiled to a thin paste; one-half pound powdered Spanish whiting, and a pound of clear glue dissolved in warm water. Mix these well together and let the mixture stand for several days. Keep the wash thus prepared in a kettle or portable furnace, and, when used, put it on as hot as possible, with a painter's whitewash brush.

The Mail Bag

B 205—Wants to Sell Hardwood Output

Vilas, Fla., Mar. 6.—Editor HARDWOOD RECORD: Please enter our name on your subscription list, rendering us invoice, and we will remit.

Can you put us in communication with a buyer who will take our monthly cut of 300,000 feet of cottonwood and gum to be paid for monthly as cut? Stock is available for shipment either by rail or coastwise by water in small schooner cargoes.

If the purchase of this stock interests any HARDWOOD RECORD readers, they can have the address by writing this paper and referring to B 205.—EDITOR.

B 206—Wants to Reach Manufacturers of Tupelo

New York, Mar. 6.—Editor HARDWOOD RECORD: Will you kindly send me a list of manufacturers of tupelo or bay poplar? We are having a good many inquiries for this wood and want to get in communication with some good manufacturers.

The foregoing is from a leading New York wholesale house, which has been supplied with a dozen or more addresses of leading manufacturers of tupelo gum. Any others interested can have the address by writing this paper and referring to B 206.—EDITOR.

B 207—Seeks Information About Shuttle Blocks

Dickson, Tenn., Mar. 6.—Editor HARDWOOD RECORD: Can you furnish us with any information concerning shuttle blocks cut from dogwood in dimension sizes? We would like to know who handles this stock to the factories which make shuttles for the cotton manufacturing corporations. We are satisfied there is a market for this stock beyond the amount produced, but we would like to know where the market is and who are the buyers, in order to get a line on it.

We would also like a list of the brokers on this side of the Atlantic who handle this stock for the industry in Great Britain.

——— COMPANY.

The foregoing matter is from a Tennessee producer of dogwood. He has been supplied with the rather meager list of buyers of dogwood and persimmon, which is contained in this publication's information service. Anyone interested in this source of supply can have the address by writing this paper and referring to B 207.—EDITOR.

B 208—In the Market for Beech, Birch and Maple

Cortland, N. Y., Mar. 6.—Editor HARDWOOD RECORD: Please send me HARDWOOD RECORD for one year. I am in the market for about ten carloads of hardwood lumber, beech, birch, hard maple or soft maple. Would like to buy of a mill that could surface lumber on two sides.

The foregoing letter is from a wood specialty manufacturing house, and the writer has been supplied with sources of local supply of the woods he names. Any others interested in the inquiry can have the address by writing this office and referring to B 208.—EDITOR.

B 209—Likes Hardwood Record

Chattanooga, Tenn., Mar. 4.—Editor HARDWOOD RECORD: A good many lumbermen do not read their trade journals thoroughly enough, largely owing to a lack of time. Your "Pert, Pertinent and Impertinent" is the best yet, and to add a yellow journal page would not catch any. Think your present publication is about the thing, the issue of February 25 being a hummer. This is one man's opinion. A. J. GARDINER.

B 210—Seeking Wood Mantels

York, Pa., Mar. 2.—Editor HARDWOOD RECORD: I am considering the advisability of putting in a line of wood mantels to handle in connection with my hardwood flooring trade. Can you give me the addresses of manufacturers of mantels?

Would also like to have more information on the subject of artificial lumber made of sawdust and chloride of magnesium recently discussed in HARDWOOD RECORD. I believe there would be a good market for flooring tile of this material. If there is any place in which it can be purchased in this country, please advise.

The writer of the above letter has been supplied with a list of the names and addresses of a half dozen leading wood mantel manufacturers of the country, and has been advised that a further investigation is being made covering the German process of making artificial lumber and tiling produced from sawdust and chloride of magnesium, and when further information is received, it will be communicated to him. Mantel manufacturers desiring the address of the writer, who is a leading factor in fine hardwood floors, can have it upon application and referring to B 210.—EDITOR.

B 211—Seeks Reliable Source of Supply for Poplar and Ash

Worcester, Mass., Mar. 5.—Editor HARDWOOD RECORD: We would esteem it a great favor and courtesy if you would communicate to us the names and addresses of a few reliable manufacturers of ash and poplar. We have been experiencing some trouble of late in securing the grade of lumber we buy, and it is rather perplexing at times to be able to judge of a concern fairly, and be enabled to place our orders in the confidence that the lumber shipped will be what we purchase.

The foregoing letter is from a leading manufacturing house, and it has been supplied with a list of concerns which HARDWOOD RECORD is led to believe will make shipments of only uniform and straight grades of the woods named in the order.—EDITOR.

B 212—Wants Specimen Artificial Lumber

Eastwood, N. J., Mar. 1.—Editor HARDWOOD RECORD: We have read the article in your paper February 25 regarding artificial lumber made from sawdust. Will you kindly advise us where we can get a sample of this material?

CENTURY SANITARY MANUFACTURING COMPANY.

The address of the German house manufacturing lumber composed of sifted sawdust and chloride of magnesium has been supplied to the above inquirer.—EDITOR.

B 213—Approves "Wood Substitute Game" Articles

Columbus, O., Mar. 11.—Editor HARDWOOD RECORD: I enclose herewith express money order for two dollars for extra copies of issue March 10, which kindly forward to me.

It would be commonplace to say that your article of March 10 on "The Wood Substitute Game" was read with interest, and I can hardly describe my admiration for the heroic manner in which you have handled these false pretenses. If that article could be placed in the hands of every man contemplating a fireproof building for any purpose, it would certainly make him think seriously over his plans. It would also oblige the substitute fellows to set up more definite facts than they have heretofore submitted to prospective buyers. I regard it as one of the most comprehensive articles I have ever seen on any subject, and it seems to me it ought to do a world of good.

Please quote me on one thousand reprints of this article.

Again thanking you for your broad interests in honest protectiveness in building and building materials. DAVID C. MELHAN.

B 214—In the Market for Machinery and Lumber

Unadilla, N. Y., Mar. 6.—Editor HARDWOOD RECORD: We are in the market for the following items of mill machinery, devices and lumber, and thought that you would be in position, through your advertising customers, to advise us proper means and where to obtain them.

(1) A whistle or similar signal for start and finish of work hours. Our power is electricity. Have no steam.

(2) A nailing machine. Our work is nailing two 7/8" boards together and clinching the nails to make doors 16x22" for our silo fronts.

(3) A machine to corrugate iron on a circle, or in other words, to make the corrugation from the center up to a circle 28' in diameter, or 14' from the center to the edge. Same to be used for circular silo roofs. Or, we would buy the galvanized iron corrugated in this manner.

(4) A self-feed rip-saw.

(5) A patent and name plate for our silo.

(6) The following lumber:

500,000 feet 2x6 and 8" yellow pine;
250,000 feet 2x5, 6 and 8" cypress;
500,000 feet 1x8, 10 and 12" cypress.

Lengths to be from 10 to 20 feet. Grade strictly sound on both sides of the piece. No rot, shake or knots large enough to weaken the piece. The 8/4 we prefer D2S and M, and the 4/4 D2S. Kindly quote delivered Unadilla, N. Y., and Des Moines, Iowa.

We are enclosing a stamped envelope for reply, and if you can place us in touch with parties able to furnish any of the above, same would be doing them as well as ourselves a favor, and would be greatly appreciated.

The writers of the above letter have been advised that HARDWOOD RECORD can not give them any information on the subject of a whistle, the machinery for corrugating iron they require, or a name plate, but they have been given the addresses of manufacturers of nailing machines, self-feed rip-saws, and competent manufacturers of yellow pine and cypress they require.

Any others interested in the inquiry can have the address by referring to B 214.—EDITOR.

B 215—Seeks Composite Wood and Paper

Owensboro, Ky., Mar. 11.—Editor HARDWOOD RECORD: We are writing for information regarding the composite of wood and paper that is made up in large panels for use in the manufacture of delivery wagons and seats. We have had samples submitted to us at different times, but have lost track of them, and we are in the market for something of that kind.

——— COMPANY.

The writer of the above letter is a manufacturer of carriage woodstock, and has been advised that we are not familiar with the material to which he refers. Any reader hav-

ing knowledge of a source of supply for this material is invited to communicate the facts to us for transmittal, referring to B 215.—EDITOR.

B 216—Wants Market for Applewood

Cicero, Ind., Mar. 12. Editor HARDWOOD RECORD: I desire the addresses of some houses that use apple tree wood, as I have quite a quantity of logs that I desire to sell.

The writer of the above letter has been given the addresses of a few concerns who employ applewood in their line of production, and any others interested can have the address of the inquirer on request, by referring to B 216.—EDITOR.

B 217—Seeks Addresses of Moulding Manufacturers

Werden Ruhr, Germany, Feb. 28.—Editor HARDWOOD RECORD: We should feel obliged to you if you would give us the addresses of moulding factories in the United States, as we intend to import American mouldings and would like to secure a source of supply.

The foregoing is from a German hardwood jobbing house. It has been advised that moulding manufacture in the United States is specialized, and if it will communicate the variety of mouldings required, and the kinds of wood that it wants, it will be supplied with a comprehensive list of producers who have facilities to supply the German trade. Any moulding manufacturer who would like to be put in direct communication with this correspondent can have the name and address on application, by referring to B 217.—EDITOR.

B 218—Wants List of Hardwood Mills in Various States

Cincinnati, O., Mar. 12.—Editor HARDWOOD RECORD: Can you supply us with lists of the hardwood mills in West Virginia, Pennsylvania, Virginia, Ohio, Kentucky and Tennessee? We want to get in touch with mills cutting oak plank for export. LUMBER COMPANY.

The above inquirer has been advised on what terms HARDWOOD RECORD will supply the comprehensive list involved in this request.—EDITOR.

B 219—Want Copies of Steel vs. Wood Articles

Cincinnati, O., Mar. 12.—Editor HARDWOOD RECORD: Our Glasgow house writes that it has been much interested in reading your articles on steel vs. wood for car building, and particularly in the illustrations of the several train wrecks. It wishes you to kindly mail it a duplicate set of nine copies of these articles. Kindly render us billing, and we will make payment from this office.

JAMES KENNEDY & COMPANY.

The writer of the above letter has been supplied with sets of reprints of the larger number of the articles which appeared in HARDWOOD RECORD on the subject noted.—EDITOR.

B 220—Cause of Steel Car Wrecks

Burnside, Ky., Mar. 13.—Editor HARDWOOD RECORD: A few years ago the Pennsylvania Company put in a section of steel ties on its road, and published strong announcements that there was nothing at all suitable for railroads but steel ties, and could not say enough in favor of them until it had a serious wreck near Harrisburg, Pa. The company's engineers reported that the wreck was caused by the steel ties, as there was no resiliency in steel as there is in wood. So the Pennsylvania Company pulled up its steel ties and put in wooden ones.

Does it not occur to you that probably the large number of steel car wrecks in this country, with the accompanying loss of life and injury to many, to say nothing of damage to property, is naturally attributable to the rigidity of steel cars? There is nothing about them to give. There is no resiliency in their structure as there is in the case of wooden cars.

The writer of the above letter has been advised that to the rigidity of steel cars is attributable the fact that they are unable to hold the rails on curves, switches and crossovers when running at any considerable speed, and that this argument against the use of steel cars has been repeatedly urged by HARDWOOD RECORD for months past.—EDITOR.

B 221—Thanks Record

Bay City, Mich., Mar. 13. Editor HARDWOOD RECORD: I wish to thank you in behalf of our association for the editorial concerning its work in your current issue. In view of the fact that this editorial was not written at the time we were holding one of our quarterly meetings it appears to me all the stronger, and I am glad to know you believe that the Michigan Hardwood Manufacturers' Association is the best organization of its kind in existence. I do not believe any set of executive officers ever had a more loyal and hard working membership to back it up in its efforts than that enjoyed by the executive officers of this association.

CHAS. A. BIGELOW, President.

B 222—What Are Hardwoods?

Brooklyn, N. Y., Mar. 12. Editor HARDWOOD RECORD: Will you kindly advise me what the term "hardwood" implies? I made a statement today that it did not necessarily mean a hard wood, but that hardwoods were designated by the nature of the growth or foliage, regardless of whether the wood was a hard or soft one. Will appreciate an opinion from headquarters.

T. A. GUILLAUDET, JR.

The writer of the above letter has been advised that the term "hardwood" as applied to lumber indicates that the tree from which the lumber was produced was a broad-leaved tree. This is the general way in which hardwoods are classified commercially. What are known as soft woods are produced from cone-bearing trees. The term "hardwood" does not indicate that the wood is a hard wood.—EDITOR.

B 223—A Manufacturer's Opinion

The following letter is from an Indiana hardwood manufacturer, and is rather an *ex parte* statement of the complaint situation on lumber shipments. In the opinion of HARDWOOD RECORD neither all the rascality nor all the virtues of the lumber trade are confined to one element of it. This sentiment was very definitely expressed in an editorial in the March 10 issue, entitled "Who will survive?" However, the view of the writer is not an exceptional one among lumber manufacturers, and an equal number of jobbers contend that the majority of their troubles come through irregular shipments made by manufacturers. It looks like six of one and a half dozen of the other, but the unbusinesslike methods prevailing with some in both divisions of the trade should not only be most heartily deprecated, but stamped out by those interested in having the hardwood lumber business on the highest standard of commercial integrity.—EDITOR.

——, Ind., Mar. 11. Editor HARDWOOD RECORD: From time to time you have articles in HARDWOOD RECORD that show a tendency to put the blame on the manufacturer or shipper when there is a kick on a car of lumber.

The other day, in a conversation with several prominent hardwood manufacturers, this matter of kicks was brought up. In comparing notes we found that practically all the kicks were where lumber was sold through or to a jobber. Our own experience is that in the last six months we have not had a single kick where we went over the heads of the jobber and sold direct to the consumer. It was the opinion of all of us that the jobbers were cutting off their own heads; that where we lumber manufacturers used to have one customer among the manufacturers using lumber we now had four or five.

A great deal of this trouble is caused by the jobber or one of his men being so anxious to secure an order, for instance for a car of 1's and 2's quartered oak, that he will promise an extra nice figure and an extra nice car. Then the order will be given to a manufacturer who has quoted on a regular run of 1's and 2's. When the lumber is delivered of course there will be a kick. The jobber will slide out from under it and pass it on to the manufacturer to hold the sack. Whenever one of our men is selling to a manufacturer or consumer who wants an extra good grade, and we happen to have it, we just ask a couple of dollars a thousand more for the stock and the buyer gets just what he has bought and there are no kicks.

HARDWOOD RECORD is too great a force in the trade today to go into any question without first thoroughly studying both sides, especially a question as vital to the lumber industry as this is. Not presuming for a second to tell you how to run your paper; because we know you know more about it than we do and know that you know you do, but would like to make the suggestion that you take this question up with other lumber manufacturers and see if the experiences of the above mentioned manufacturers are common, or if we uncommon ones just happened to get together.

B 224—Work of National Hardwood Lumber Association

Accompanying a detailed inspection report, HARDWOOD RECORD has received the following letter from President Diggins and Secretary Fish, covering the inspection work of the National Hardwood Lumber Association for February, which is a good showing for the organization:

Chicago, Ill., March 15, 1912.

To the Membership:

You will note from the enclosed statement of the work of our inspection bureau, that our licensed men inspected 9,194,333 feet of hardwood lumber during the short and stormy month of February.

This is the largest amount ever inspected by the employes of this association in any February, and exceeds that of February 1911 by 2,716,818 feet.

The amount inspected in January and February 1912 exceeds that for the same months in 1911 by 4,980,912 feet, a gain of approximately five million feet.

It is evident that there is not only an improvement in trade conditions but also an increased demand for our official inspection, and we are constantly being asked to place inspectors in new territory or to increase our force in some market already supplied with one or more men. We are striving to comply with these requests promptly, but if there should be some delay in furnishing men, please remember that

we are not always able to locate competent inspectors on short notice, and bear with us as patiently as possible.

H. W. Bowler has resigned as inspector for Boston, Mass., and George R. Dunn, (Dorchester) Boston, Mass., appointed successor. An assistant will be provided and all Boston and New England inspection work will receive prompt attention. Address all requests for inspection in Boston district to George R. Dunn, 33 Burgess street.

The operation of the bureau for February cost the association $786.40.

We have received fourteen applications since our last statement was issued, making a total of 140 since the last annual convention.

The Hon. H. S. Graves, United States forester, has invited any of our members who are able to do so to attend a forestry conference to be held at Nashville, Tenn., Apr. 8 and 9. The Lumbermen's Club of that city has also extended an invitation to our members to attend the same function, and we hope that many of our members will accept.

All indications now point to the largest and most successful meeting in the history of this association at Chicago, June 6 and 7 next, and if anyone who can attend it does not do so, he will surely regret it.

Very truly yours,
F. A. DIGGINS, president.
F. F. FISH, secretary treasurer

News Miscellany

Memphis Lumbermen's Club Meeting

The special meeting of the Lumbermen's Club, held at the Hotel Gayoso, Saturday evening, at seven o'clock, was a most successful and enthusiastic one. This change in hour from one to seven was made at the suggestion of the entertainment committee, and proved altogether satisfactory to the members. The tables were beautifully decorated with ferns and cut flowers. Huge vases of azaleas occupied places on the tables and carnations were placed at each plate. There were seventy-three members and visitors present. F. B. Robertson presided. Among the specially invited guests was R. Lee Bartels, who addressed the club on the subject of a new constitution for Tennessee.

C. D. Hendrickson, chairman of the river and rail committee, stated that it had been impossible for the members of this committee to agree among themselves as to the best plan to pursue in connection with a tariff bureau for the lumber shippers of this city. He stated that there were three plans possible of adoption. One plan was for co-operation with the Memphis Freight Bureau, another has to do with joining hands with the Memphis Manufacturers' Association and the third contemplated an independent bureau owned and operated by the lumbermen exclusively. After much discussion of this subject, it was finally decided that the matter be referred to the advisory board, composed of all of the ex-presidents of the club, to the board of directors, and to the river and rail committee. These three bodies are to hold a meeting shortly, when it is anticipated that definite action will be taken. The lumbermen are thoroughly aroused on the subject and are fully mindful of how important it is that some bureau be established to look after lumber rates. It was pointed out in the discussion that Memphis can not expect to keep its present position if rates are not made more equitable and that the future of this city as a lumber market depends largely upon the assistance of a bureau to look after rate matters and particularly to check the rates at Memphis as against those of other points. It was further emphasized that there are a number of discriminations at present and that these are likely to increase rather than decrease unless some means are taken of preventing such a development.

A special committee was appointed to arrange for a concatenation of Hoo-Hoo at Memphis in the near future. George O. Friedel, vicegerent for west Tennessee, was made chairman. John W. McClure and Max Sondheimer are the other two members.

John W. McClure, chairman of the special committee, which was appointed at the last meeting to go to Chicago the last week in March to appear before the Interstate Commerce Commission in the hearing of the case of the Grand Rapids Lumbermen's Club, involving estimated weights, and the weighing and reweighing of lumber, reported that the members of the club here had not responded as fully as desired to the requests for data bearing on this subject. He urged that they do so at once in order that his committee might have sufficient data at hand to secure the meeting of the commission at Memphis at which the subject of estimated weights might be thoroughly discussed. It will be recalled by readers of HARDWOOD RECORD that the commission has signified its willingness to have this hearing here provided a sufficient amount of data is given on the subject of weights in Chicago.

Mr. Bartels, in his address on the constitution of Tennessee, urged that a new one was desirable. He confined his remarks principally to taxation and to the jury system under the present constitution. He said that it provided that all taxes be equal and uniform, but that double and even treble taxation was possible under it. He cited the fact that a corporation has to pay a tax upon its capital stock and that the stockholders who own the stock have to pay a tax upon their holdings. In connection with the jury system he said that expenses were piling up so rapidly that it meant such an increased debt that an increased income would be necessary for the city, state and county. He intimated that the increased revenue could be secured only through increased taxation. He also thought it wise for a city seeking to secure new manufacturing companies to allow them a certain period of exemption from taxation, provided they were willing to locate therein. He pointed out, however, that it was absolutely impossible for Memphis to waive her taxes on anybody under the present constitution and that this hindered Memphis from advancing as rapidly as it should as a manufacturing center. His exposition of the subject was a decidedly strong one and he was given a round of applause on concluding his remarks.

S. B. Anderson, president of the Memphis Manufacturers' Association, stated that there would be a meeting at Nashville, March 20, for the organization of a manufacturers' association for the state. He said that one of the principal topics to be discussed at that time would be a new constitution for Tennessee and urged that every member of the club present make it a point to go. He said that low rates had been offered by the railroads and that the subject was so important that no one could afford to miss it. He thought that a representative gathering of manufacturers could accomplish a great deal toward securing a new constitution if they expressed themselves vigorously and enthusiastically enough.

A telegram was read from F. F. Fish, secretary of the National Hardwood Lumber Association, expressing his regret at being unable to attend this meeting. A letter was also read to similar effect from President Brown of the Louisville Lumbermen's Club.

A Going Business

C. S. Brown of Huntington, W. Va., has completed arrangements for a considerable increase in his office force and equipment. Mr. Brown has doubled his office space and will take on the services of two additional men, one of whom will take charge of all the office solicitation. The other will devote his time to getting in touch, through correspondence, with mills offering for sale suitable stocks of hardwood lumber.

C. S. Brown is a successful wholesaler of anything and everything in hardwood lumber. He bases his success upon a policy of familiarizing himself with the exact needs of his trade, and delivering exactly what he sells. He was formerly associated with the Taylor-Brown Timber Company, but for the past year has operated under his own name. His present offices are located in the Robsin-Prichard building, Huntington's sky-scraper.

New West Virginia Lumber Company

Simmons & Pritchard is the style of a new lumber company which has entered the trade at Quick, W. Va. The company owns its own timber, principally white oak, and is at present installing a nine-foot band mill with a daily capacity of 40,000 feet. It expects to begin operations early in June and has already purchased much of its auxiliary machinery. The company will build a standard gauge logging road.

Mr. Simmons is an experienced lumberman, having conducted other lumber operations in West Virginia. He is at present running a mill at Lombard, Ky., where Simmons & Pritchard have a large stock of lumber on hand. Mr. Pritchard is a banker of Charleston, W. Va.

Big Cincinnati Fire

After settling the problems of business to their satisfaction, the M. B. Farrin Lumber Company and the Farrin-Korn Lumber Company were visited by a great fire loss. The mill and yards of the M. B. Farrin Lumber Company were destroyed by fire Thursday night, March 14.

The origin of the fire is unknown. Shortly before six o'clock flames burst from one of the huge lumber piles, at the old Farrin-Korn plant. Firemen who responded to a ten-blow alarm saw that the yards, bounded by Station and Spring Grove avenues and the Cincinnati, Hamilton & Dayton tracks and Winton road, were doomed, and they confined their efforts to the other yards and kept them from igniting. The light woodsheds in the yards made good fuel for the flames and the big planing mill, containing thousands of dollars' worth of machinery, was destroyed.

H. J. Pfiester, president, and W. J. Eckman, vice-president of the M. B. Farrin Lumber Company, were in the offices at the time the fire started. They stated that it would be impossible to correctly figure the loss, but that it would range from $90,000 to $100,000, fully covered by insurance.

The fire will in no wise interfere with the current business or fulfillment of all contracts for flooring or planing mill work with the company, as its mill plant was not touched by the fire, the conflagration being in the yards and manufacturing institution recently acquired from the Farrin-Korn Lumber Company.

Lumber Sales Managers' Association

President Brown and Secretary Klann of the Lumber Sales Managers' Association are doing some good and effective work in connection with that organization. The secretary is listing up for the members items of surplus stock of all varieties, and putting these lists in the hands of every other member, thus making it possible for an exchange trade which is proving very valuable to the membership. The association temporarily is not confining this list of surplus stock for sale strictly to the members of the organization, but offers to list desirable holdings from manufacturers who are yet not allied with the association, in order to demonstrate

to [illegible] the value of this one of the several service departments it maintains.

The secretary also has a roster and report on a good many applicants for positions in various details of the lumber business, and is usually able to commend some applicant for almost any [illegible] called. This work will save a considerable loss to lumbermen who through specious representations employ men whose work is unsatisfactory and expensive.

The secretary announces that he is receiving [illegible] handsome accretion in membership, which is indicative of the growing appreciation in which the association is held by the trade.

St. Louis Lumbermen's Club Meeting

The regular monthly meeting and dinner of the Lumbermen's Club was held at the Planters hotel, St. Louis, Tuesday evening, Mar. 12.

[illegible] was a large attendance not only of the members of the club but of visitors and guests. The business meeting followed the dinner.

President Henry G. Rolfes presided. The chairman of the entertainment committee, J. E. Gatewood, after a few preliminary remarks, introduced William E. Barns as toastmaster. After acknowledging the honor conferred on him, Mr. Barns introduced the principal speaker of the evening, B. F. Bush, president of the Missouri Pacific & Iron Mountain Railroad companies. Mr. Barns stated Mr. Bush was a constructive railroad man and not a wizard of Wall street and was striving to get in close touch with the firms, individuals and industries making use of his lines.

Mr. Bush spoke of the relation of the railroads to the lumber industry. He told of the extent of the lumber business along the lines of his roads and of the vastness of the St. Louis lumber industries. He told how the prices of lumber were governed by the railroad demand, and of the mutual interests of the lumber trade with the railroads.

Among the other speakers who followed were: Samuel J. Carpenter, president of the Yellow Pine Manufacturers' Association and of the Tremont Lumber Company of Winnfield, La.; Charles S. Keith, president of the Central Coal & Coke Company of Kansas City, Mo.; O. L. Renway of the Natalbany Lumber Company of Hammond, La.; E. J. Pearson, first vice-president of the Missouri Pacific; M. C. Markham, assistant to President Bush, of the Missouri Pacific & Iron Mountain Railroads System; Eli Weiner of Keltys, Tex.; W. T. Murray of Fordyce, Ark.; Edward Bower of Eagle Mills; F. Gunther of Kansas City; S. H. Fullerton of the Chicago Lumber & Coal Company, St. Louis; W. M. Beebe of Kansas City; C. D. Johnson of the Frost-Johnson Lumber Company, St. Louis, and Julius Seidel of the Julius Seidel Lumber Company, St. Louis.

A rising vote of thanks was extended to Mr. Bush for his interesting talk.

President Rolfes then announced that it was his sad duty to announce the death of the wife of Thomas W. Fry, and a committee of three, composed of Thomas E. Powe, chairman, H. G. Rolfes and Julius Seidel was appointed to prepare a suitable memorial. The resolution was as follows:

WHEREAS, The St. Louis Lumbermen's Club at its monthly meeting, this 12th day of March, learns with profound sorrow that one of our members, Mr. Thomas W. Fry, has lost by death, early this morning, his beloved wife, the cherished companion of his life, the devoted mother of his children; and

WHEREAS, Our heartfelt sympathy goes out to [illegible] in his great loss and bereavement; therefore, be it

RESOLVED, That the members of the Lumbermen's Club of St. Louis extend to the sorrowing [illegible] of the departed one our most sincere condolence and heartfelt sympathy in the loss which has befallen them; and

RESOLVED, That copies of this resolution be sent to our bereaved business comrade, Mr. Fry, and also the various lumber trade journals here and elsewhere, and that this resolution be spread on the minutes of this meeting as a token of respect to the memory of the deceased.

The meeting then adjourned.

Commence Season's Sawing

The Yellow Poplar Lumber Company, Coal Grove, O., started its season's sawing on Mar. 18, and expects to cut continuously for the remainder of the year. This season the company has an unusually choice stock of virgin yellow poplar and white oak logs to manufacture. This is the first year that the Yellow Poplar Lumber Company, in a general way, has gone into oak production, but from now on it will be a considerable factor not only in yellow poplar, but in white oak as well. The oak stumpage owned by this company, which comes from Dickinson county, Virginia, at the headwaters of the Big Sandy river, is of an exceptionally fine texture and general character. Unlike a considerable portion of the white oak of eastern Kentucky, it is essentially free from worm defect, and is of large and uniform size.

Of course, the Yellow Poplar Lumber Company's big planing mill is also in operation, and produces all varieties of siding, interior finish and mouldings, as well as dimension stock and box shooks.



Brazine Agency

E. C. Atkins & Co., the silver steel saw people, have just closed a contract with J. D. GeBott, inventor of brazine.

Under this contract, the Atkins company has become exclusive sales agent for the United States and Canada.

Brazine is said to be the most effective compound that has ever been used for cleaning laps of band saws for brazing purposes. No acid or other chemical need be used. Free sample bottle will be forwarded from Indianapolis upon request.



24 INCH HAND FEED PLANING AND JOINTING MACHINE, MANUFACTURED BY THE DEFIANCE MACHINE WORKS OF DEFIANCE, O.

Defiance 24-Inch Hand-Feed Planing and Jointing Machine

The 24-inch hand feed planing and jointing machine illustrated on this page is in general use by the leading wood-working shops throughout the world. It is adapted to a wide range of uses and performs the work in a superior manner, and effects an immense saving over hand labor. It is recommended for straight planing, squaring up, taking out of wind, cornering, chamfering, beveling and making glue joints.

The cylinder is made of forged steel, and is 24 inches wide. The frame is heavy and substantial, cast in one piece, very stiff and durable, properly supporting the tables and keeping them in alignment. The chips and dust from the cylinder are discharged at the back end of the machine through a chamber cored through the frame. The mouth of the opening is tapped and furnished with screws to form a connection with exhaust pipe.

The tables measure seven feet from out to out, an exceedingly desirable length for fine planing. They are fitted to the frame and slide in planed and scraped angular ways, and are provided with gibs to take up for wear. A hand wheel and screw at either end of the machine are used for adjusting the tables horizontally, to regulate the depth of the cut. The end of the tables at throat form an opening 1¾ inches wide when the machine is set for ordinary planing, at all positions keeping outside the radius of the cutting line of the knives. A finishing cut is removed from the top surface and side of the tables after they are fitted to the frame, making them absolutely true and parallel with each other.

The journal boxes are lined with genuine babbitt metal, supplied with cups and self oiling chambers. A shield surrounds the boxes, preventing the admission of dust to the bearings, and the operator from coming in contact with the oil. An improved adjustable fence accompanies each machine which is adjustable over the whole surface of the table, and can be instantly set in an angle while the machine is in motion. The machine occupies a floor space 36" by 84" and requires 4½ horsepower to drive it.

Any one desiring further information on this machine may secure it by writing the Defiance Machine Works, Defiance, O.

Meeting Philadelphia Lumbermen's Exchange

The regular monthly meeting of the Lumbermen's Exchange of Philadelphia, preceded by a luncheon, was held Mar. 14, with President William C. MacBride in the chair. After the reading of the minutes of the previous meeting, a letter from the American Academy of Political and Social Science, was read, requesting the exchange to send delegates to the annual meeting of this organization to be held Mar. 29 and 30. Upon motion the chair appointed W. T. Betts, F. S. Underhill and W. H. Smedley to serve as a committee. On motion, the exchange endorsed the action taken by the joint executive committee on the improvement of the harbor of Philadelphia and the Delaware and Schuylkill rivers. It was resolved at this meeting that the exchange take part in the reception planned for the delegates of the foreign chamber of commerce, at the Fifth International Congress of Chamber of Commerce and Commercial and Industrial Association, to be held in Boston, in Sept. 1912.

Upon motion of W. H. Smedley, a resolution was unanimously adopted, to place Edwin H. Coane, of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, who was the first president and secretary of the Lumbermen's Exchange, on the honorary membership list.

The Lumber Mutual Fire Insurance Company of Boston

The Lumber Mutual Fire Insurance Company of Boston has published a little booklet giving a historical sketch of the company, which was written by Director George H. Davenport, and read at the recent annual dinner of the company.

Mr. Davenport recites that the company was [illegible], seventeen years ago, that its early history was one of financial perplexities, and of slow growth, but he believes that the time has come when those who stood sponsor for the company can look forward to its eventually being a corporation with fifty million dollars at risk; with five million dollars surplus, and with annual dividends of seventy five per cent.

In 1894, in Boston, there was an organization called the Massachusetts Retail Lumber Dealers' Protective Association. At one of its monthly meetings, Wm. O. Curtis, present treasurer of the Lumber Mutual Fire Insurance Company of Boston said that he felt for a long time that lumber dealers were being charged larger premiums for their insurance than the holders of other merchandise in warehouses and factories were paying, with less risk, and suggested that in his judgment the time was ripe to look into the matter of mutual insurance, and see if something could not be done to better the conditions and cause a saving in premiums to the members.

The idea was caught with enthusiasm, and the result of that meeting was the appointment of a committee, with Mr. Curtis as chairman, to ascertain from the members and the lumber dealers of Massachusetts their insurance records for the previous ten years. The result of this investigation showed that the sixty-seven dealers reporting had paid in ten years nearly three hundred thousand dollars in insurance, and had received for losses only a little more than a hundred thousand dollars.

The laws of Massachusetts were not favorable for the organization of a mutual fire insurance company, as they specified that a company of this sort must start with four hundred separate risks, and with a value in the aggregate of one million dollars.

The committee had a hard task before it, but on Jan. 16, 1895, the company had succeeded in obtaining forty-three signatures to an agreement to constitute a corporation to establish a mutual fire insurance company. These men agreed to place insurance with the new company, splitting up their risks in numerous policies in order to reach the requisite number to comply with the law. On Feb. 15, 1895, the company was definitely organized, and on March 5, following, the incorporation was granted by the secretary of state.

On July 17 following, the company had secured nearly three-quarters of a million dollars' insurance; more than fifteen thousand dollars in premiums, and had no losses.

On Dec. 31, 1895, when the company was nine months old, it had more than a million and a quarter dollars' worth of risks, and it showed losses of only slightly over a thousand dollars, and had a net cash surplus of nearly five thousand dollars.

On March 3, 1896, the company voted a dividend in the form of a rebate of ten per cent on the premiums paid. Then the company had a little setback, and its surplus was exhausted, but on Dec. 31, 1896, the company finished with a cash surplus of about five thousand dollars. Since that time it has gone steadily forward until on Dec. 31, 1911, it had a net cash surplus of $471,000. Not a year has passed since 1895 without a gain ranging from three thousand dollars to as high as eighty-three thousand dollars. From a ten per cent dividend in 1896, the company paid as high as forty per cent dividends in 1909.

The record of the Lumber Mutual Fire Insurance Company of Boston is one of which any insurance company might well be proud. The increasing business of the organization, and the confidence in which it is held by its policy holders, is a living testimonial of the appreciation in which it is held.

The Veneer Man

The accompanying picture illustrates the artist's idea of the veneer man. It is not certain whether it intends to convey the impression that this is a sliced cut man, a sawed veneer man or a rotary cut man, or whether it is intended for a panel man, but surely it is the picture of a wooden man.

The artist is J. V. Hamilton of Fort Scott, Kan., who exhibits no little ingenuity in pictures of this type, as well as the advertising designs which he has produced in Hardwood Record.



THE VENEER MAN.

Committees Philadelphia Wholesale Lumber Dealers' Association

Horace A. Reeves, Jr., president of the Philadelphia Wholesale Lumber Dealers' Association, recently appointed the following committees for 1912:

ENTERTAINMENT COMMITTEE: William T. Betts, Robert G. Kay, J. Danforth Bush.

MEMBERSHIP COMMITTEE: Thomas B. Hammer, Robert W. Schofield, Samuel H. Shearer, W. T. Robinson, J. E. Troth.

RAILROAD AND TRANSPORTATION COMMITTEE: Emil Guenther, B. Franklin Betts, Augustus J. Wadsworth.

ADVISORY COMMITTEE: American Forestry Association, Robert C. Lippincott, J. Randall Williams, Frederick S. Underhill.

PANAMA CANAL COMMITTEE: Owen M. Bruner, Robert G. Kay, George F. Craig, Thomas B. Hammer, S. Ashton Souder.

An Unnecessary Waste

A recent article in the Saturday Evening Post on Wood Waste by Forrest Crissey speaks of the waste of oak timber contingent upon the operation of the tan bark industry in California. This species of oak grows among the redwoods, and it has been the practice of redwood timber owners to sell the tan bark privilege about two years in advance of removing the redwood. The amount of money received for this privilege was trifling, and in fact the value of the giant trees seemed to overshadow entirely the possibilities of realizing any profit for the manufacture of the oak. The article says that if these trees stood in forests by themselves they would be considered splendid specimens showing clean boles sixty to eighty feet to the lowest limbs.

The practice has been to cut the trees, and after stripping them of their bark to leave them as useless. By the time the redwood cutters are on the ground the trees are well seasoned. About the only purpose for which they are utilized, however, is for cushions to break the fall of the giant redwoods. The clean trunk of the redwood from which the bark has been removed will not burn in the fiercest forest fire. Therefore, after they have been felled and pealed, circles of forest fires are set to clear the woods of all undergrowth, and thus leave a clean floor for the logging operations. In these clearing fires thousands of tan bark oak are reduced to ashes.

Investigators from the office of wood utilization of the Forest Service recently took in hand the problem of devising some means of utilizing this timber. Shipments of the logs were sent to the timber testing station at Berkeley, Cal., and from there convenient quantities of the lumber were sent to wagon factories, cooperage concerns and furniture manufacturers in San Francisco. Practically all of these manufacturers reported that the lumber was well suited to their purposes and that they could use it to advantage.

It is not at all necessary in order to utilize a tree for lumber that the bark be sacrificed, for after pealing, deterioration can be prevented by hauling the logs into piles and leaving them until they can be hauled to sawmills. As the bark has to be pealed in the spring, which is the most difficult of all periods of the year in that country for logging, the two operations cannot be completed simultaneously.

For Vehicle Draftsmen

What will prove to be one of the most important contributions to the recent literature of the vehicle industry has just been made by R. B. Birge and Hugh M. Sargent, two skillful exponents of the art of vehicle drafting. These gentlemen have written and made the drawings for an authoritative book on vehicle drafting, entitled "Practical Problems for Vehicle Draftsmen and Mechanics."

The subject matter covers a thorough explanation of geometry so far as it relates to the drafting of carriage and automobile bodies. This leads to plain directions as to how to lay out sweeps or curves, ovals, and the application of the proportional triangle for laying out twisted or winding surfaces. Next the construction of joints is taken up, the laying out of proportional corners, finding the dihedral angle, etc. Coupé pillars, door framing, glass frames, wheel houses, mud guards, seat panels, and many other features of vehicle design are carefully explained and illustrated by original drawings.

The book is 9½ by 12 inches, and is bound in fine red cloth. It is published by Ware Bros. Company, 1010 Arch street, Philadelphia, Pa.

A Valuable Wood from the West Indies

One of the best timber trees of the West Indies is the *Sideroxyln densiflorum*,—Baker. This tree is locally known as azeitona, which means olive. It grows on practically all the islands in the Lesser Antilles, but is found chiefly on the higher elevations, but very rarely in the lowlands. In its natural state it is a tree of very considerable proportions. The largest specimens are found in the southern part of the Island of St. Thomas, where individual trees occasionally measure about one hundred and twenty feet in height and as much as six feet in diameter. In the northern and central portions of this island they are smaller, and the average size does not exceed ninety feet in height and three feet in diameter.

The wood of the azeitona is of an excellent

quality, and is considered one of the best of Philippine woods. It is heavy and durable, and has a dark yellow color with a reddish tinge. It, however, is not lasting when placed in contact with the soil, though in water and in the air its lasting qualities are excellent. The wood when air dried has a weight of about seventy-one pounds per cubic foot, and its specific gravity is 1.145.

While not easily worked, it is used considerably in carpentry work. When made into furniture and finished naturally, it has a beautiful appearance. The wood is employed by wheelwrights, and is also used in making all kinds of farm implements and for ship building. Considerable quantities of it are cut for piling and also for studding and cross beams in house construction. Charcoal of excellent quality can be made from this timber. Its sale in the West Indies is based on cubic meter, it bringing from $50 to $90. As a rule there is no over-abundance of the azeitona on the local markets in the West Indies.

On some of the islands of the Lesser Antilles, the natives call another tree azeitona preta, also pau preto and po pleto. This is also a large tree which often attains a height of ninety feet and a diameter of four feet. It is most abundant in the



JAMES B. WALL, BUFFALO, N. Y.

southern part of St. Thomas and in the forests of most of the smaller islands. The wood is not durable and can be used to advantage only in interior finish.

Made Police Commissioner

James B. Wall of Buffalo, N. Y., of the Buffalo Hardwood Lumber Company, has become one of the board of police commissioners of that city. On March 1, Mr. Wall assumed his office, and it was made the occasion for a reception, which was attended by a committee of officials representing the police department, the Ad Club, Chamber of Commerce, and many other friends. Mr. Wall succeeds Henry C. Zeller, who is now in Europe. In behalf of the police department, Superintendent Michael Regan presented the new police commissioner with a floral design in the form of a horseshoe, built entirely of roses. The gift was accompanied by an address of welcome.

Mr. Wall made a speech of appropriate acceptance and pledged himself to the best interests of the city and department in the performance of his duties. The new commissioner was assured by Superintendent Regan and the officials of the department, individually and collectively, of the best of success, and the further assurance of their hearty co-operation in the work of the department.

It goes without saying that in the mind of every hardwood lumberman of the country, few of whom do not know J. B. Wall, it is believed that the city of Buffalo has secured a most admirable head to its commission. It is understood that Mr. Wall's duties will not interfere with his work in connection with the hardwood lumber business, and the several other business institutions with which he is allied.

Death of a Salesman

There died at the Borgess Hospital, February 21, J. F. Bitner, southern Michigan salesman of the Racine Lumber & Manufacturing Company, Racine, Wis. Death resulted from ulceration of the bowels and inflammation of the kidneys. The remains were taken by his father to Spring Mills, Pa., for interment. Mr. Bitner had been associated with the Racine Lumber & Manufacturing Company since last fall, previous to which time he was employed by Mowbray & Robinson at their Quicksand, Ky., mill.

Mr. Bitner has a large number of friends in the trade who will sincerely regret his demise.

Reopening of Pacific Coast Hardwood Freight Rate Case

The Interstate Commerce Commission recently entered an order in which it gerrymandered territory very seriously in establishing district freight rates on hardwoods to the Pacific coast. This order made a rate of eighty cents in the territory east of Chicago, south of Grand Rapids and Saginaw district of Michigan, and south slightly east of Toledo, O., clear through to Mobile, Ala., and continued the seventy-five cent rate from the Mississippi valley, Chicago, Wisconsin, and the northern peninsula of Michigan and made a third rate of eighty-five cents covering the northern portion of the lower peninsula of Michigan.

Demand is now made that the case be reopened by the Interstate Commerce Commission, and a preliminary consultation on the subject was held at Chicago on Mar. 20 by parties at interest. It is understood that the ruling made by the Interstate Commerce Commission was based on an error in analyzing the sources of supply of hardwood shipments to the coast, as well as the wishes of the shippers. It is believed that the order will eventually be materially amended.

Death of an Indiana Pioneer Lumberman

On Mar. 12, at Rochester, Ind., there passed to the Great Beyond, Wm. M. Downs of the firm of W. M. Downs & Sons, Rochester, Ind. The immediate cause of Mr. Downs' death was paralysis. He was seventy-three years old. Mr. Downs came to Indiana forty-five years ago and established himself in the sawmilling business in the then unbroken wilderness of the state, and has continued in that occupation either individually or in connection with his sons, James Downs and W. K. Downs, ever since. His first sawmill was of the mulay variety, which was rebuilt into a circular mill some twenty years ago. He has not been a large operator, but has sawed about a million feet of lumber per annum. His death will be sincerely mourned by a large number of friends.

The business will be continued by his two sons, James and W. K. Downs, under the firm name of Downs Brothers, W. K. Downs having taken over his father's interest.

Death of Thomas S. Hayden

Thomas S. Hayden, one of the best known and wealthiest men of Denver, who formerly was associated with his brother, Harvey S. Hayden, in the furniture house of the A. H. Andrews Company, Chicago, died suddenly of acute indigestion on Mar. 7.

Mr. Harvey was seventy-three years old, and was born in Rochester, N. Y. He went to Milwaukee while a young man, and then removed to Chicago, where he was engaged in business for several years. He moved to Denver in 1885. At the time of his death Mr. Hayden was president of the Denver Union Water Company; vice-president of the Colorado-Nevada Power Company; president of the Southern Sierra Company, and was interested in other important western enterprises.

Besides a widow, three sons and one daughter survive him; and his three brothers, Harvey S. Hayden, president of the Hayden & Westcott Lumber Company, Chicago; Frederick Hayden, Jacksonville College, Jacksonville, Ill., and George R. Hayden of Milwaukee; and a sister, Mrs. Daniel Newhall, residing at Buffalo.

Many of the older business men of Chicago will recall Mr. Hayden very well, and his demise will be a matter of sincere regret to them. This is the second death to occur in the family of Harvey S. Hayden during the last month, a sister having died only a few weeks ago.

New Chicago Hardwood House

The firm of Schultz, Holloway & Co., Fisher building, was dissolved by mutual consent on Mar. 1, G. H. Holloway retiring. Mr. Holloway has now opened an office, suite 1412 Great



G. H. HOLLOWAY, HOLLOWAY HARDWOOD LUMBER COMPANY, CHICAGO.

Northern building, 20 W. Jackson boulevard, and will operate under the title of the Holloway Hardwood Lumber Company in band sawed southern hardwoods. He will give his particular attention to the marketing of the output of four of the highest class southern manufacturing houses in the country. The institutions represented by him will be Wilson & Cochran of Lottie, La., with an annual output of fourteen million feet of cottonwood and cypress; the Howe Lumber Company, Wabash, Ark., annual producers of ten million feet of oak, ash and gum; the G. W. Sims Company of Proctor, Ark., annual producers of seven million feet of gum, and the Mark H. Brown Lumber Company of Mounds, Ark., which manufactures a like amount of oak, gum and ash.

Mr. Holloway will also do more or less business, especially in dimension stock and various cut-up materials, individually, from other sources of supply.

Since his connection with the hardwood business of Chicago, Mr. Holloway has achieved a very enviable reputation for fair dealing, and numbers the majority of wholesale hardwood consumers of Chicago among his friends and patrons. The fine connection that he has established for himself for his Chicago trade and his splendid reputation for fulfilling with ac-

curacy his sale contracts, will certainly contribute to the prosperity of his new venture.

It is understood that the old firm of Schultz, Holloway & Co. is being reorganized into a stock company, and will be continued by J. M. Schultz and associates.

Death of George E. Frost

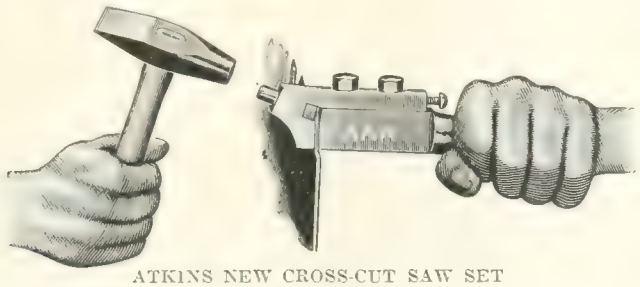
The Grim Reaper is surely playing havoc with the principals of the Frost Veneer Seating Company of New York, Newport, Vt., and Sheboygan, Wis. It was only a few weeks ago that death overtook Albert H. Frost, president of the Newport and New York concerns, and vice-president of the Sheboygan plant. On March 6, George E. Frost, president of the company, passed away in New York City.

Mr. Frost was in his sixty-seventh year and died suddenly from acute indigestion. The burial took place in the family plot at Woodlawn cemetery at Everett, Mass. The surviving members of the corporation and the families of the deceased have the sincere condolence of the many friends of the Messrs. Frost in the veneer industry.

New Cross-Cut Saw Set

E. C. Atkins & Co., the silver steel saw people, have recently put out a new tool for setting cross-cut saws. The set is made with a pistol grip. The hammer blow, reaching the tooth through the plunger, prevents any likelihood of breaking the saw tooth. The amount of set may be regulated by moving the top slide. Absolute uniformity is assured as well as maximum speed. It is made of fine crucible steel, and is handsomely finished.

Orders may be placed through your regular dealer, or through the manufacturers at Indianapolis, or any of their branches.



ATKINS NEW CROSS-CUT SAW SET

Wisconsin Hardwood Cut

The report of Secretary R. S. Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association shows that the total cut of hardwoods during February, 1912, as recorded by fifty-six firms in his organization, was 24,794,000 feet, as compared with the corresponding month of 1911 of 21,405,000 feet. The shipments for February, 1912, were 18,439,000 feet, as compared with the shipments of 12,250,000 feet in February a year ago. It will be noted that there is an increase in the hardwood cut for the month of sixteen per cent, and an increase in shipments of fifty per cent.

The Biltmore Forest School

Dr. C. A. Schenck and his Biltmore Forest School recently have been actively engaged in work in the Black Forest, and every member of the school is very enthusiastic over the many wonderful and interesting features of timber growing found in this section of Germany. The school is said to be surpassing itself this year in the splendid work accomplished.

On Mar. 2 the school returned to its headquarters at Darmstadt, and on Mar. 12 left for Rotterdam, from which point it sailed for the United States. Hence, within a few days the headquarters of the Biltmore Forest School will be at Tupper lake, in the Adirondacks, where it will observe the river drives as well as the planting works in the New York state forests. Very soon it will leave for the North Carolina timber country, where it will spend a couple of months before again moving northward and westward. A large number of students are now being enrolled for the coming season.

Death of Mrs. Thomas W. Fry

The hosts of friends of Thomas W. Fry of St. Louis, of the Chas. F. Luehrmann Hardwood Lumber Company, will sincerely condole with him in the death of his wife, Mrs. Jessie Fry, which occurred at the family residence, from heart failure, on March 12. Although Mrs. Fry had been in poor health for more than a year, her death was unexpected.

Her husband and three infant children survive her untimely passing.

New Eastern Hardwood Company

On Mar. 18 incorporation papers were filed at Monpelier, Vt., by the New England Hardwood Company of Wilmington, Vt., with a capital stock of $300,000. The company, it is announced, will do a timber and log business. The papers are signed by Herbert S. Jones, Buffalo, N. Y., Gardner I. Jones of Boston, and Harold F. Whitney of Brattleboro, Vt.

Gardner I. Jones of Boston is perhaps the best known factor in this new enterprise, and his friends will be glad to learn of this evidence of prosperity in enlarging his already comprehensive interests in lumber affairs.

Getting Ready for the Annual

The committee of which Murdock McLeod is chairman, of the Chicago Lumbermen's Association, organized to finance the entertainment of the forthcoming fifteenth annual convention of the National Hardwood Lumber Association, which will meet in Chicago, with headquarters at the Sherman House, on June 6 and 7, is busily engaged in raising the necessary funds for an elaborate entertainment for one thousand visitors who are expected to be present.

It is believed this will be the largest hardwood convention ever held in the history of the trade, as Chicago, both as a city and a lumber center, together with the large local contingent belonging to the association, will insure the presence of a remarkably large number of members and visitors.

Cuban Hardwood Enterprise

The El Ora Company was incorporated on Feb. 26 at Atlanta, Ga., for the purpose of importing lumber from Cuba and distributing it from offices in the United States. The concern will have its office in Atlanta. It has been incorporated with $70,000 with the privilege of increasing to $2,500,000.

It already owns a tract of 2,000 acres of hardwood timber in Cuba, and it has been announced that already machinery has been shipped for two mills at El Crito. The timber here will be immediately exploited, and the land converted into a sugar cane and tobacco farm.

American Machinery for Formosa

A recent Daily Consular Report states that the Formosan government will immediately make two important contracts with American firms. The first is for the purchase of a steam sawmill costing $150,000, which will be placed with the Allis-Chalmers Company of Milwaukee, Wis., and the second is for a log handling apparatus costing $25,000 to be purchased of the Lidgerwood Manufacturing Company of New York. Four steam boilers costing $15,000 go to a Glasgow house.

The machinery is expected to arrive in May, and will be used in the exploitation of the Mount Arisan forest districts. The work is expected to cover five years. The government has appropriated $2,450,000 to exploit these forests.

Meeting Traffic Committee Lumbermen's Association

On Mar. 16 the traffic committee of the Lumbermen's Association of Chicago held a meeting at which traffic affairs came under a general discussion. E. L. Ewing, traffic manager of the Grand Rapids Lumbermen's Association, was present and presented before the committee the subject of the proper weighing of cars by railroads, as well as a mass of evidence that he has accumulated, showing the irregularities in railroad practice in this particular.

This matter is now before the Interstate Commerce Commission for a hearing, and everything points to an action on the part of the commission that shall be favorable to the enforcement of a system which shall insure more accurate gross and tare weights on the part of transportation lines.

Circulation Statement

In an address recently delivered before the Chicago Press Club, Opie Read told the following story:

"When I was connected with the Arkansaw Traveler I one day called upon a large advertiser to solicit his patronage. Naturally, the first question he asked was as to the circulation of my paper. 'Where does it go?' he queried. 'Where does it go?' I replied, 'Why it goes north and it goes south; it goes east and it goes west; and would have gone to hell long ago if it had not been for me.'"—*Lippincott's Magazine.*

A pound of care will not pay an ounce of debt.—*Spanish Proverb.*

Sophisticated

Representative Henry, of Texas, was praising a Washington heiress.

"She is the right sort," he said. "She went abroad last year, and on her return a friend asked her:

"'Did you see many picturesque old ruins over there'

"'Yes,' she answered, with a faint smile, 'and six of them proposed.'"—*Tid Bits.*

Miscellaneous Notes

J. W. Turk, Bardwell, Ky., has commenced the manufacture of hardwood lumber.

The Laconia Car Company, Boston, Mass., has increased its capital from $500,000 to $2,000,000.

The Broadway Lumber Company, Cleveland, O., has been incorporated with a capital stock of $20,000.

The Amarillo Lumber Company, Amarillo, Tex., has been incorporated with a capital stock of $40,000.

The Usher-Hart Lumber Company, Meridian, Miss., recently began manufacturing and wholesaling lumber.

The Connell-Cowan Lumber Company, Cedar Falls, Ia., has been incorporated with a capital stock of $30,000.

The Jacksonville Lumber Company, Jacksonville, Fla., has been incorporated with a capital stock of $50,000.

The Georgia Chair Company, Flowery Branch, Ga., has been incorporated with a capital stock of $15,000, and will manufacture chairs. The principal stockholders of the company are For-

[illegible] Addison, J. J. Davis, H. P. Rogers, J. W. [illegible] and J. A. Chisholm. The new company will have a daily capacity of 1,200 chairs.

The Muscatine Buggy Company, Muscatine, Ia., has increased its authorized capital stock to $200,000.

Illingworth, Ingham & Co., Ltd., with headquarters at Leeds, Eng., has opened an office at Clarksburg, W. Va.

The Rockford Light Furniture Company, Rockford, Ill., has increased its authorized capital stock to $25,000.

The Barry Lumber & Tie Company of Clarksville, Va., has increased its capital stock from $40,000 to $27,000.

Fire recently destroyed the lumber yards of C. A. Pullen & Co., of Attleboro, Mass., entailing a loss of $200,000.

The Valley City Chair Company, Grand Rapids, Mich., has been incorporated with a capital stock of $75,000.

The Summerfield Company, Boston, Mass., has been incorporated with a capital stock of $60,000 and will manufacture furniture.

The McConnell Land & Lumber Company, York, Ala., has been incorporated with an authorized capital stock of $50,000.

The Automatic Wagon & Truck Company, Wilmington, Del., has been incorporated with an authorized capital stock of $100,000.

The Eureka Manufacturing Company, Tampa, Fla., has been incorporated with a capital stock of $25,000 and will manufacture lumber.

The Given Moore Company, Columbus, Ind., has been incorporated with an authorized capital stock of $25,000, and will manufacture implements.

Herbert W. Fry of Atlanta, Ga., has been succeeded by the Fry-Rushton Hardwood Lumber Company, which is incorporated with a capital stock of $15,000.

Price Brothers & Co., Ltd., wholesalers of spruce lumber, with headquarters at Quebec, Can., recently opened an office at 1 Madison [illegible], New York, N. Y.

The W. T. Eaton Lumber Company, Lockwood, Mo., has been incorporated with a capital stock of $20,000. The incorporators are W. R. Eaton, G. H. Eaton and H. H. Holland.

The White Oak Stave Company, Sutton, W. Va., has been incorporated with a capital stock of $5,000. The incorporators are H. H. Dean, T. G. Dean, George F. Skidmore and others.

The W. T. Smiths' Timber Company, Birmingham, Ala., has been incorporated with an authorized capital stock of $50,000. E. V. Smith [illegible] W. [illegible] Smith [illegible] incorporated.

The Theodore Fathauer Lumber Company, Helena, Ark., has purchased the plant of the Helena Hardwood Lumber Company of that city. The new owner will make general and extensive improvements in the plant.

The Brevard Manufacturing Company is being [illegible] at Brevard, N. C., and is [illegible] F. L. DeVane and O. V. Summey. The company will manufacture, wholesale and retail hardwood flooring, ceiling and siding.

The Evansville Veneer Works, Evansville, Ind., [illegible] to have ready for occupancy within about forty [illegible]

[illegible] George H. Angert.

The Gifford Lumber Company, Glen Falls, N. Y., has been incorporated with a capital stock of $2,000. The incorporators are Jay Gifford and George H. Gifford of Glen Falls, and Hollis Witherell of Cadyville, Clinton County, N. Y.

C. F. McGhee of Pickney, Tenn., is erecting a large saw and planing mill in that city and will manufacture hardwood lumber, flooring and interior finish. Mr. McGhee owns a large tract of hardwood timber near Pickney which consists principally of white oak, chestnut and [illegible]. He expects to begin operations about June 1.

The large flooring plant of Bliss & Van Auken, Saginaw, Mich., which was destroyed by fire on Jan. 2, has been rebuilt, and has again resumed operations. The plant is considerably larger than its predecessor. It is of frame construction, and is one story in height. It has been equipped with such additional machinery as to double its capacity, and now has a daily capacity of about 15,000 feet.

The Girard Lumber Company of Menominee, Mich., has filed articles of association continuing its corporate existence. The company was incorporated Mar. 10, 1882, for a thirty-year period, which expired this year, and in filing its papers it asks for another thirty-year existence. The company is incorporated with a capital stock of $30,000, which amount is fully paid up and is divided into 3,000 shares of $10 each. The stockholders of the company are J. W. Wells, A. C. Wells, James A. Culbertson, Chas. B., Cordelia A., Kate, Margaret and William Culberson and Belle C. May. J. W. Wells is secretary.

The Nell Springs Lumber Company of Horatio, Ark., has sold its tract of land near that city to Foster & Baer of Hope, Ark., for $444,000. The sale includes about 16,000 acres of land, about 9,000 acres of which are partially cut over, the remainder being a virgin forest composed of pine, oak, gum and hickory; a sawmill with a daily capacity of 50,000 feet; a planing mill with a daily capacity of 30,000 feet; twenty miles of standard gauge railroad, two locomotives, twenty-six cars and one large steam loader. The new owners are already overhauling the mills and railway and will begin operations at once.

Hardwood News Notes

CHICAGO

HARDWOOD RECORD had a call on May 14 from A. J. Gillette of Gillette Brothers, Memphis, Tenn. This concern conducts an important plant at Memphis for the manufacture of carriage and wagon stock. It is located on the Illinois Central tracks in South Memphis. It consumes oak and hickory in the manufacture of its product, and produces rims, shafts, poles, bars and singletrees. The company has a second manufacturing operation at Boston, Mass., which draws its bolts from the Memphis plant. It is also an important timber owner in Louisiana and operates two mills for the sawing of timber into dimension for remanufacturing purposes. Besides this it buys a good deal of stock in the open market.

M. E. Thomas, sales manager of Cobbs & Mitchell, Inc., and the Mitchell Brothers Company, Cadillac, Mich., was in Chicago on business, Mar. 20.

Charles T. Mitchell, manager of the Mitchell Brothers Company, Cadillac, Mich., passed through Chicago on Mar. 20 en route to Pasadena, Cal., where his father and family are spending the winter. Mr. Mitchell expects to be absent from Cadillac about six weeks.

Harry Ballou, manager of Cobbs & Mitchell, Inc., Cadillac, Mich., passed through Chicago on May 20 on his way home from an extended trip to the Pacific coast, where he has been for the past two months, and on which tour he was accompanied by his wife.

J. C. Knox, Cadillac, secretary of the Michigan Hardwood Manufacturers' Association, was a Chicago visitor Mar. 20, engaged in work of the association.

[illegible] Record had a call on May 19 from [illegible] of Dewey Brothers, hardwood operators at Rochester, Ind.

Robert Allen of the Willson Brothers Lumber Company, Pittsburgh, Pa., was in Chicago on May 18 [illegible] woods produced by his house.

N. A. Gladding, vice-president and secretary of the [illegible] & Co., Inc., Indianapolis, dropped into Chicago [illegible] the company's local agency. Mr. Gladding is always welcomed in Chicago by a host of personal friends and admirers.

J. M. Bolton has retired from his connection with the W. P. Brown & Sons Lumber Company of Louisville, Ky., and it is understood will enter the hardwood lumber business at Chicago on his own account at an early date.

G. V. Kerns of the Kerns-Utley Lumber Company, Chicago, is on a southern trip in the lumber producing sections.

It is announced that on May 1 the Herman H. Hettler Lumber Company will close out its Twenty-second street branch yard and consolidate it with its main plant on the north side.

Ralph McCracken, sales manager of the Kentucky Lumber Company, Cincinnati, was a Chicago visitor last week.

The quarters on the fourteenth floor of the Great Northern hotel building, which about Apr. 1 will be occupied by the Lumbermen's Club of Chicago, are receiving the finishing touches this week, and during the next two weeks the furniture and fixtures will be ready for delivery to the club rooms. Manager Roth of the Great Northern hotel is co-operating heartily with the officers of the club in fitting up remarkably handsome, comfortable and convenient club quarters. The opening date of the new club has not yet been decided upon, but it will be celebrated with a suitable function.

NEW YORK

James P. Patten, formerly up-state representative for the W. M. Ritter Lumber Company, has been appointed Metropolitan district representative by the company and will hereafter make his headquarters in this city and solicit trade assisted by Lewis G. Farnum.

Uptegrove & Beckwith, Inc., the large mahogany veneer house of this city, will erect a three-story warehouse for veneers at Steinway and Riker avenues, Long Island City.

W. L. Sykes of the Emporium Lumber Company, 1 Madison avenue, recently arrived here from Porto Rico in company with James P. Lewis, a prominent pulp and paper manufacturer of Beaver Falls, and widely known in the Adirondack section. Both gentlemen had made the trip in the interest of pleasure, but their journey had a sad ending inasmuch as Mr. Lewis upon arriving at New York was taken severely ill with acute indigestion and died at the Hotel Belmont. Mr. Sykes was stricken with a heavy [illegible] was ordered to go South by his physi

cian. He will remain at Atlanta for several weeks.

Walter Sharp of Churchill & Sims, large lumber brokers of Liverpool, Eng., arrived here during the fortnight for his annual trip through the American markets.

H. P. Wilcox, the wealthy lumberman of Hamilton, Ont., Can., died suddenly on Mar. 14 at the VanCortland hotel, in West Forty-ninth street, Manhattan.

A. Shoaf has been appointed manager of the New York sales office of the Hilton & Dodge Lumber Company, headquarters 17 Battery place, to succeed Robert W. Brownson. Mr. Shoaf was previously connected with the H. M. Bickford Company and Robert R. Sizer & Co., Inc., of this city.

The Consolidated Lumber Company, headquarters Brunswick, Ga., has opened a local sales office at 32 Broadway, Manhattan, under the management of H. C. Buck, Jr.

The Tunis-Cockey Lumber Company of Philadelphia announces the appointment of E. B. Skinner, 19 Park place, as its representative in the local market.

Schedules in bankruptcy of I. L. Cohen, doing business as the Mott Haven Lumber Company, One Hundred and Seventy-fourth street and West Farms road, Bronx, show liabilities of $121,128, of which $61,000 is secured, and nominal assets of $72,070.

BUFFALO

The Buffalo Lumber Exchange has elected Knowlton Mixer as president and A. W. Kreinheder as vice-president. J. S. Tyler continues to fill the office of secretary. The exchange is actively in evidence in connection with the hearing to be held in Washington on Mar. 28 by the Interstate Commerce Commission. The subject to be discussed is the stop-over privilege on railroad shipments of lumber, a matter of importance to the hardwood trade. The commission experts have been here this month, calling on hardwood dealers and other lumbermen interested and have secured information to present at the hearing.

Joseph Metz, a prominent German-American citizen of this city, and for about twenty-five years engaged in the planing-mill trade here, died on Mar. 18, aged seventy-four years. He was head of the Joseph Metz & Sons Company, and also a member of the C. M. B. A. and of Blessed Trinity church. He is survived by a widow and ten children.

The Standard Hardwood Lumber Company is adding to its yard space, in line with preparations which have been going on for some time, and when plans are completed about six and one-half acres will be occupied.

F. M. Sullivan has returned from an eastern trip and reports the hardwood trade as good at the yard. Plain white oak in firsts and seconds is very hard to find in good dry stock in this market.

G. Elias is the hardwood representative upon the new Unloading Committee of the Buffalo Lumber Exchange, which has just been announced and which includes some of the large receivers of lumber by lake.

O. E. Yeager has been cultivating both export and domestic trade in hardwoods recently, and has been sending out fair stocks of elm, basswood and birch for the foreign market.

Anthony Miller states that hardwood sales are about up to the average. Oak continues to lead in demand.

PHILADELPHIA

The lumber yard at 1019 and 1021 Gray's Ferry road has been purchased by Emil Guenther from the Hindle Lumber Company for a nominal consideration, subject to a $25,000 mortgage.

It is announced that the Baldwin Locomotive Works has received orders aggregating $2,500,000 during the last two weeks. The largest of these is for seventy locomotives for the Atchison, Topeka and Santa Fe Railroad.

The John J. Reilly Lumber Company of Pittston, Pa., has been incorporated with a capital stock of $25,000.

The Southeastern Lumber Company, Wilmington, Del., has been incorporated with a capital stock of $1,000,000.

McIlvain's Lumber News for March, as usual a welcome visitor, as it always contains besides a full stock list for the convenience of its customers, an opening article on some interesting and instructive topic of the day. This number has for its subject "Pioneer Financeers," and dwells proudly upon Philadelphia's always prompt response to the national call for financial help.

The Woodcliff Lumber Company, Monterey, Tenn., owned by J. Gibson McIlvain & Co., and to which J. Gibson McIlvain, Jr., has just made an extended visit, will soon be piling up lumber for shipment. The company is getting out a splendid quality of chestnut, plain and quartered oak and poplar. The car shortage and the interruption to shipping by the bad weather are the only troubles it had to contend with.

Arthur W. Kent, secretary and treasurer of the J. S. Kent Company, reports a positive advance in trading during the last fortnight. Shipping which has been much impeded during the winter is constantly getting easier.

Frederick S. Underhill of Wistar, Underhill & Nixon, has no complaint to make regarding spring business. To secure the requisite stuff is often a puzzle, but the selling is an easier matter. He is optimistic as to a generous trading when the weather becomes more settled.

William P. Shearer of Samuel H. Shearer & Son, testifies to a prolific business. Since Jan. 1, it has proved the best in five years. Naturally he is sanguine as to a favorable outlook.

PITTSBURGH

The Ohio Preserving Company, in which Pittsburgh capitalists are largely interested, has bought a site of twenty-five acres at Orrville, O., and will build a plant at once. The company has a capital of $150,000 and will treat Pennsylvania railroad ties and poles.

The Pittsburgh Hardwood Door Company expects to get into its new six-story warehouse at Thirteenth and Pike streets early in April. The building will have 64,000 feet net of floor space.

James J. Mead, president of the Mead & Speer Company, reports that the company's operation at Strange Creek, W. Va., is cut out and that it still has some 3,000,000 feet of lumber on sticks. Most of this will be ready to ship early this spring.

The American Fork & Hoe Company, Geneva, O., has paid farmers of that immediate vicinity over $5,000 for ash timber this winter in addition to as much more for logging and hauling. This has been the best winter for years for getting out fine hardwood stock in northeastern Ohio, and the few remaining forests have been sadly depleted.

R. D. Brown, a well-known hardwood man of Elwood City, Pa., has recently connected himself with the Hamilton Lumber Company.

BOSTON

Henry Bannon & Son, general manufacturers of builders' finish, Worcester, purchased from A. F. Gilbert of that town and L. D. Gilbert of St. Louis a factory building in Worcester now occupied by several manufacturing concerns. It is one of the largest real estate transactions that has taken place in Worcester for a long time.

The Central Lumber & Supply Company of New Bedford has been incorporated, with $50,000 capital stock. The incorporating directors are Zebina B. Davis, president; Samuel W. Beers, treasurer, and Samuel W. Thorpe.

The Riddle-Robbins Company of Boston has been incorporated, with a capital of $25,000. The directors are William H. Riddle and Warren C. B. Robbins.

BALTIMORE

A special meeting of the directors of the National Lumber Exporters' Association has been called for Mar. 26, at the office of Secretary J. McD. Price, in the Knickerbocker building here, when the business which has accumulated since the annual meeting in January will be disposed of. It is probable that some matters in connection with the work of Frank Tiffany, the foreign representative of the association, will receive consideration.

R. E. Wood, president, and G. L. Wood, general manager of the R. E. Wood Lumber Company, are back at headquarters here after a visit to the company's mills in West Virginia and other points. They confirm the reports of other hardwood men that the heavy rains have interfered greatly with operations and that the output of lumber has been largely curtailed during the past winter. However, the outlook is better and preparations are being made everywhere to resume work where this has not already been done.

The J. S. Walker Lumber Company of Devon, Mingo county, W. Va., has filed a complaint with the Interstate Commerce Commission at Washington against the Norfolk and Western Railway, charging that while the distance from Devon and stations east to Kenova, Cincinnati and other points has been shortened some twenty-four miles by the completion of the Big Sandy division, the freight rates on lumber have not been correspondingly reduced.

Some comment has been called forth in the hardwood trade here, especially among the exporters, by the visit of Emil Secker, appointed on a special mission by the Department of Commerce and Labor to investigate the subject of extending the markets for American lumber in foreign countries. Mr. Secker saw Secretary J. McD. Price of the National Lumber Exporters' Association at the time, and secured information from him as to what sources of information he might go to in pursuance of his inquiry. He was directed to leading exporters whose knowledge might be expected to prove a valuable guide.

COLUMBUS

J. Van R. Gardner, formerly Columbus representative for the W. M. Ritter Lumber Company, has opened a business of his own at 401 Columbus Savings & Trust building, where he will handle all kinds of lumber.

A serious fire occurred recently at Lima, O., which destroyed the plant of the J. R. Raudebaugh Sash & Door Company, entailing a loss of $5,000. The lumber yard of J. R. Raudebaugh was also destroyed. Considerable other property was burned. The plant will be rebuilt.

The Builders' and Traders' Exchange of Lima, O., has been incorporated by lumbermen and material men of that city, without capital. The object of the organization is for the mutual benefit of its members. The incorporators are J. M. Morgan, Laurens Hull, W. O. Dean, W. A. Smith, H. D. Campbell and S. D. Sherrick.

H. M. Hayward of the firm of M. A. Hayward & Son says trade conditions are satisfactory in this territory with every indication of advances in prices on hardwoods. Prices are strong in every grade and variety. Hardwood flooring stocks are not large and there will be a scarcity before the season is over.

One of the oldest lumber concerns in Columbus passed into new hands when the Hildreth & Martin Lumber Company which operated a mill and yard on West State street was taken over by Bowman F. Reinmund, Jr. The company is a corporation with an authorized capital of $100,000 of which $96,000 was issued. Mr. Reinmund purchased all the stock, but the corporate name will be retained.

The New Roehr Company of Bucyrus, O., has been incorporated with a capital of $75,000 to deal in lumber and building supplies. The incorporators are Benj. Meck, Alfred S. Lenthold, Samuel Lenthold, E. O. Meck and Lloyd L. Meck.

The Reserve Lumber Company of Cleveland, O., has been incorporated with a capital of $15,000 to buy and sell lumber. The incorporators are Walter S. Lister, E. E. Thomas, C. N. Fiscus, C. F. Schrod and A. C. Waid.

J. W. Mayhew of the W. M. Ritter Lumber Company said: "Trade has been running along steadily and the prospects for the future are good. Prices are strong in every grade and there is no tendency to cut quotations. The only drag in the market at present is wide poplar, and automobile factories are not buying much of that. The factory trade has been strong and the yard trade has been quiet. Dry stocks are low."

The C. T. Nelson Company of Columbus has filed papers with the secretary of state to incorporate with a capital stock of $150,000. The concern, which manufactures columns, has been operated as a partnership. C. T. Nelson has been at the head of the concern.

C. C. Yount, formerly of Columbus, O., has been elected vice-president of the Empire Lumber Company of Vancouver Island, British Columbia. A large tract of timber land at that place will be developed.

CINCINNATI

The Bayou Land & Lumber Company, and the Tensas River Lumber Company now occupy adjacent offices at 301-303 Neave building, Cincinnati, with Cliff S. Walker in charge.

Joseph Bolser, secretary of the Blackburn & Bolser Company, wholesaler of lumber in the Mercantile Library building, is secretary of the Lumbermen's Club of Cincinnati. He is also general manager of the entertainment committee of the Hardwood Manufacturers' Association of the United States. He is now making arrangements for the April meeting of the Lumbermen's Club, which will take place at the Business Men's Club with the usual 6:30 o'clock dinner on Monday, Apr. 1. The members will hear the reports of the nominating committees for the year of 1912, headed by Cliff S. Walker, regular, and B. F. Dulweber, independent, who will report tickets for the two bodies.

INDIANAPOLIS

A. A. Wilkinson of the Greer-Wilkinson Lumber Company, this city, and associates, have effected a unification of the two telephone systems at Lebanon.

E. F. Harris has resigned as assistant sales [illegible] to accept a similar position with the Henderson Motor Sales Company.

The Delphos Bending Company has been incorporated at Bluffton with an authorized capital stock of $25,000 and will manufacture bentwood. Those interested in the company are [illegible].

A new company at Logansport is the M. F. [illegible] organized by M. F. Bligh, F. A. Walton and M. J. Bligh to conduct a general lumber and coal business. The company has been incorporated with an authorized capitalization of [illegible].

The Bank Furniture Company, the Decco Veneer Company and the National Flooring Company have taken space for permanent exhibits with the Indianapolis Exhibit Company, which acts as a down-town sales and exhibit room for manufacturers.

W. W. Garrott, L. J. Garrott and A. McKinsey have organized the Garrott-Kinsey Company at Frankfort, which has been incorporated with an authorized capitalization of $8,000. The company will deal in logs and timber.

W. W. Knight of the Long-Knight Lumber Company is secretary of the Shirley Radiator Company, which is arranging to move its plant from Shirley to Beech Grove. The company has been given a sixteen acre tract and the proceeds from the sale of 107 building lots for the location and erection of its new plant.

The Indiana State Railroad Commission has concluded its hearing on the question of a new schedule of log freight rates and has taken same under advisement. The railroads are offering to accept a rate ranging from 4 cents a hundred for a 5-mile haul or less, to 10 cents a hundred for a 300-mile haul. Shippers are demanding rates ranging from 2½ cents to 9 cents, which rates were in effect until they expired by limitation some months ago.

MEMPHIS

A decree has been ordered by Chancellor Heskell dissolving the receivership in the case of the E. Sondheimer Company, at Memphis, and the directors of this firm have come into the management of its affairs again. This decree was ordered in response to a petition filed with the court here, setting forth that the E. Sondheimer Company had at no time been insolvent and that the application for a receivership last September had been made only in order that the assets of the firm might be conserved for the benefit of both the stockholders and the creditors. The petition also stated that the receivership had been removed in Illinois and that a movement had already been begun, looking to the discharge of the receiver in Louisiana. It was also made clear in the petition that the stockholders of the firm had made arrangements with the principal creditors for an extension of the obligations. The plants of the firm were operated throughout the period of receivership, and Rudolph Sondheimer is authority for the statement that business will be conducted under the management of himself and Max Sondheimer just as it was before the receivership was inaugurated.

The latest change in hardwood lumber circles here has been the withdrawal of E. E. Taenzer from the Darnell-Taenzer Lumber Company and the formation by him of E. E. Taenzer & Co. The new company will engage in the wholesale handling of hardwood lumber for both the domestic and foreign trade. Mr. Taenzer was a member of the Darnell-Taenzer Lumber Company from Apr. 1, 1907, until a few days ago. The Darnell-Taenzer Lumber Company was in effect a consolidation of E. E. Taenzer & Co., Inc., and I. M. Darnell & Sons Company. Mr. Taenzer is well known to the hardwood trade of the entire country and has had perhaps as wide an experience in the hardwood business as any lumberman in this section. He has a host of friends in the hardwood lumber business here who are hopeful that he will meet with much success in his new venture.

The weather outlook is a little more favorable at the moment. However, it is still impossible to do any work in the woods, and it probably will be some time before this can be resumed on account of the enormous amount of water in and on top of the soil. It is conceded by [illegible] members of the trade here that there is going to be no timber available for quite a while, except that which has already been prepared for delivery to this and other centers.

The Mississippi and its tributaries are high enough to make it possible to bring out timber which could not otherwise be reached and it is anticipated that there may be some relief on this account. The Mississippi is already above the danger stage here, which means high water in all of its tributaries, and it is believed that this will make it possible to float out timber which could not have been secured by any other means.

J. W. Dickson, president of the Valley Log Loading Company, is authority for the statement that there is about as much timber on the Yazoo & Mississippi Valley road ready for delivery to firms at Memphis and elsewhere as at this time last year. In connection with the movement of timber to Memphis on that line, he has given out a statement, showing that the amount loaded for the year ending Mar. 1 was 10,656 cars compared with 10,812 last year and 8,998 for the twelve months ending Mar. 1, 1910. This statement shows that receipts during February were only 971 cars compared with 1,186 in January, 1912, and 1,229 in December, 1911. The amount of timber represented by the foregoing receipts for the year ending Mar. 1 was between forty-five and fifty million feet.

The Cremer Lumber Company is making arrangements to establish a large mill at Crossett, Ark. The plant is to consist of a saw and planing mill and a box factory. It is announced that it will be operated both night and day, and that the annual output will be something like thirty to forty million feet. The company has extensive timber land holdings in the Ouachita and Saline river valleys from which it will secure the necessary timber.

The Fletcher Lumber & Stave Company has practically completed its plant at Pine Bluff, Ark., and has already begun cutting timber from the lands recently acquired from the Sawyer & Austin Lumber Company, near that point.

W. M. McDonough of Ripley, Miss., has secured the necessary machinery for a stave plant with a daily capacity of 10,000 feet at Leola, Ark. This will be placed in operation as soon as the machinery can be installed.

NASHVILLE

The cats and kittens of this city had expected to hold a concatenation of the local Hoo-Hoo Mar. 16, but many members of the tribe were out of the city on business, consequently the gathering had to be postponed.

The creditors of the Standard Box Company of Nashville, against which concern involuntary proceedings in bankruptcy were filed recently, held a meeting last week with Referee in Bankruptcy Lee Brock, and Hugh Turner was appointed trustee. It was agreed to continue the business under his direction.

The following officers and directors were recently elected by the Nashville Lumbermen's Club: Hamilton Love, president; C. M. Morford, vice-president; Cecil Ewing, secretary; T. R. LeSueur, treasurer; William Farris, T. A. Washington, M. C. Ewing, Henderson Baker and C. L. McConnell, directors. The club proposes an active career during the coming year, including a number of addresses on timely lumber topics by experts in their respective special lines.

During the Southern Commercial Congress which will be held in Nashville early in April, a conference on forestry will be held. It is expected that Chief Forester H. S. Graves will be present. The hospitalities of the occasion will be extended to all visiting lumbermen, and invitations will be sent to the presidents of lumber organizations as well as to others prominently connected with the trade.

The Pinnco & Daniels Wheel Company of Burnside, Ky., will consolidate with the Caraway Manufacturing Company, recently organized here with $100,000 capital.

[illegible] Hill Lumber Company of Falkville,

Ala., has purchased the Cathcart property in Decatur, Ala., and it is reported that it will move its entire lumber plant to this place in the near future. The company has also purchased several steamboats which it will use on the river in handling logs and lumber.

Wilson & Powell, Johnson City, Tenn., have been incorporated with a capital stock of $40,000 and will do a lumber and stave business. The company has already purchased $13,000 worth of timber and is seeking 20,000 cords of stave timber.

LOUISVILLE

The most important legislation, from a general standpoint, passed at the recent session of the Kentucky law-makers was that creating a state board of forestry of six members, and providing for the appointment of a practical forester. The board is to work along the lines of encouraging reforestation and the prevention of forest fires. It will have $15,000 a year for its support, and if it is found during the next two years that the work has been effective, it is likely that its scope will be increased.

The Basil E. Kenney Lumber Company will be incorporated at Frankfort, Ky., with $25,000 capital stock, in the near future. It will operate the sawmill which Mr. Kenney recently purchased from Congleton Brothers. Members of the W. P. Brown & Sons Lumber Company of Louisville have purchased an interest in it.

The new sawmill of the Norman Lumber & Box Company at Holly Ridge, La., is about ready to start operations. Barry Norman, vice-president of the company, has been spending much time in Louisiana getting things ready for work, and reports that prospects are good.

Log buying has commenced in this territory, river logs being brought together at a few points and sold to the highest bidders. Owing to the hard winter comparatively little timber was cut, and the supply of logs is less than it has been. This has tended to increase quotations, although at the same time fewer mills have been operating. Thus the demand has been slow.

Lumbermen interested in the institution of a system by the Interstate Commerce Commission whereby railroad weights will be checked and inspected have been making some investigations of the tare weights of cars. A local lumber concern reported that its traffic manager had discovered some wide variations in weights, errors running from 500 to 3,000 pounds. The usual cause of mistakes of this kind was failure to correct the weight after repairs had been made on a car.

The Gulf Red Cedar Company, which has been operating in southern Kentucky and middle Tennessee for several years, reports that it will be compelled to withdraw from that section owing to the fact that cedar has been practically exhausted.

The movement of traffic from central territory into the Southeast will be greatly facilitated when the bridges now projected for the Ohio river are completed. The Kentucky & Indiana Terminal Railroad Company is building a $2,000,000 bridge over the Ohio river here, and the Pennsylvania will build another to take the place of its present old structure. The Louisville & Nashville, and the Burlington will join in erecting a bridge at Metropolis, Ill., to connect several northern and southern lines, and a terminal company is being organized at Owensboro, Ky., for the purpose of building a bridge.

The Booker-Cecil Company is getting its yard at Fulton and Clay streets into good shape, and will shortly have a switch constructed.

Sawmills in Louisville which have been shut down because of cold weather are starting up again. The prospects are that they will run steadily for several months, at least. Among those whose mills are now running are the Louisville Point Lumber Company and the Edward L. Davis Lumber Company.

ST. LOUIS

The Gideon-Anderson Lumber & Mercantile Company of Gideon, Mo., has purchased of the Allison Land & Lumber Company a single band mill located at Cardwell, Mo., and is moving the plant to Gideon. The company already operates two sawmills, a planer, a stave plant and a handle factory.

The traffic committee of the Lumbermen's Exchange is trying to secure a reduction on the lumber freight rate to Kansas City from St. Louis. The committee wants the 11½ cent rate now in force reduced to 8 cents. The latter was the rate prior to Jan. 15 last year. A maximum switching rate of $5 a car to any point within the city is also wanted.

Mrs. Thomas W. Fry, wife of Thomas W. Fry of the Charles F. Luehrmann Hardwood Lumber Company, died at her residence in St. Louis on Mar. 12. She had been ill for several months, but her death was unexpected. Heart failure was the immediate cause of her death. Her husband and three small children survive her.

MILWAUKEE

The Boston Table Manufacturing Company of Wauwatosa, has been declared bankrupt.

The mild weather is causing logging camps in various sections of the northern lumber country to break up. The weather in November and December was unfavorable, but conditions were ideal during January, February and March and the season is regarded as successful.

The Barker & Stewart Lumber Company of Wausau has completed its logging operations and now has about 15,000,000 feet of logs to move to Wausau from Glandon.

The Wisconsin Seating Company has completed its new veneer mill at New London, and has consolidated it with the branch veneer plant at Port Washington. Equipment from the Port Washington plant is being shipped to New London.

The new bobbin and spindle department of Andrew Kaul, Jr., & Co. at Merrill has been placed in operation. The company erected a new hub mill at Merrill some months ago. Birch is being used almost entirely by the company.

The Marinette Wood Novelty Company has been incorporated at Marinette with a capital stock of $5,000 by Curtis Merryman and E. C. Eastman of Marinette, F. D. Hanna of Fort Wayne, Ind., and L. B. Lesh of Chicago. The plant of the Marinette Wood-Working Company was purchased at a mortgage sale for $12,485 and will be operated, with George W. Price as manager.

The J. M. Kuebler Company of Wausau has been incorporated with a capital stock of $60,000 to take over the plant of the Werheim Wood-Working Company, which has been idle for more than a year.

The Beaver Dam Pattern & Model Works has been organized at Beaver Dam by George Hammer and others. Quarters have been opened in the Ordway building, and the manufacture of wooden patterns and models will be taken up.

The B. Heinemann Lumber Company of Antigo and Wausau has leased the sawmill of the Alexander Stewart Lumber Company at Wausau. The company is said to have timber enough to keep the mill busy for fourteen years. It is probable that several wood-working departments will be added to the sawmill.

The Hardwood Products Company of Neenah will soon start the erection of a large warehouse. The building will be used for the storage of raw material.

DETROIT

The taking of proofs in the government suit against Michigan lumber dealers charged with violating the Sherman anti-trust law will be started in Detroit about the first week in April. Attorney Frank Watson, specially engaged by the government to assist in the prosecution, has agreed not to take up the case until that time, as Attorney Charles D. Joslyn, representing the lumber dealers, wishes to make an extended southern trip.

Hardwood dealers in this city have been seriously affected by the freight blockades existing on railroads entering Detroit, and have had to fight for every consignment of lumber received during the past six weeks. E. W. Leech, large dealer in hardwoods, relates one incident which illustrates the troubles dealers have had. A carload of hardwood lumber consigned to Mr. Leech arrived in the Wabash railroad yards in Detroit on Feb. 7. Mr. Leech was particularly anxious to have the car delivered at once, but it was not until a month later that the railroad finally delivered the car at the Leech yards. It took a month to send the car a distance of a little over two miles. J. M. Clifford, another big dealer in hardwoods, told the RECORD correspondent that he has hardwood stock en route, from which he has not heard since January.

Warmer weather, however, has relieved the freight congestion considerable and lumber consignments are beginning to arrive with more regularity.

The Hardwood Market

CHICAGO

Local hardwood sales conditions during the last fortnight are not of remarkable importance in volume, but there is such a mass of increased inquiries as would indicate that there is a wonderfully large amount of local business in immediate prospect. Some dealers report having had a very fair trade, and others say their actual orders have been moderate, but they are figuring on more business than they have had presented to them for many months. Everyone is optimistic over not only present conditions, but the immediate outlook, and the only thing that will militate against an unusually large early spring trade in this market is the paucity of stock in first hands. The Chicago hardwood situation certainly looks very promising at the present writing.

NEW YORK

The hardwood market at New York shows that stock is not overplentiful with but few exceptions, while conditions reported from mill points show less than normal supply. The better weather conditions which have prevailed in the past fortnight have given a stimulus to trade, and the outlook is bright for a very fair spring business. The local manufacturing trade must make substantial purchases to meet their requirements, and the same will in turn apply largely to yard buyers. Prices are firm throughout the market, especially on good-grade lumber.

BUFFALO

The local hardwood trade has been growing more active with the advent of favorable weather,

business in comparison with last year's records, and they are not inclined to the opinion that politics will cause much interruption. Prices of all kinds of lumber hold firm.

other stock. Dry oak is hard to find, much of demand, while elm and basswood are firmer than a short time ago and more active. In the lower grades of most hardwoods there is a general scarcity of stock and this has occasioned some declination of orders and a good deal of strength to prices.

PHILADELPHIA

The local hardwood situation has been well maintained and prices are holding firm. It is evident that stocks are short in all high-grade woods, and the call for low-grade lumber has increased beyond possible supply. Although there has been no notable movement of hardwoods during the first quarter of 1912, the volume of trading has exceeded expectations considering the continued adverse weather. Wholesale consumers are buying cautiously, and boxmen are seeking desirable woods in the hardwood camps now that softwood prices are scaring. Building work, although slightly below last year's figures, is beginning to show more life with the arrival of seasonable weather. It is conceded from a reasonable standpoint, that the spring has opened favorably for a moderately aggressive trading. The outlook is encouraging for good business may be confidently looked for.

PITTSBURGH

The hardwood market has not exhibited such a degree of firmness for several years as at present, and with spring building about to commence there is every reason to believe that the trade will be a profitable one for the man who has lumber to sell. There is no trouble in getting good prices for almost everything in hardwood lumber. It is simply a question of finding dry stock at the mills and of getting cars to move it out promptly. Yards are very low in stock, as also are the country mills. Furniture and implement concerns are taking all the dry stock they can get and requisitions from railroads are fairly satisfactory. The eastern trade is better in general throughout this section.

BOSTON

Members of the hardwood lumber trade speak cheerfully of the state of business this week. Even the demand for quartered oak, for so long more or less discouraging, has shown improvement. An interest is being shown in plain oak, and prices are well maintained. There has been some call recently from automobile manufacturers for white ash and resulting sales have been at firm prices. Orders have been obtained without much difficulty for poplar selects and No. 1 common. The interest in red gum is gradually increasing.

BALTIMORE

been lacking too much in steadiness for the hardwood movement to attain impressive proportions. Mills have found it impossible to and there could be little hauling with the roads axle deep in mud. Throughout the lumbering sections practically the same conditions prevail

ing the markets, therefore, have not assumed extensive proportions, and the climatic conditions have also interfered more or less with the demand. On the other hand yards, which had been holding off, have found themselves impelled to make provisions for larger stocks in order to be in a position to take care of the growing wants of their customers. Therefore at times there has been a decidedly active inquiry. Dealers have gone in search of stocks, and all have come back with the information that dry lumber is scarce, and that the trend of prices is upward. Any holder of supplies ready for the market can get liberal returns, and the inquiry is certain to become still more active in the near future.

Oak is perhaps the strongest wood on the list just now. The relative scarcity, of course, has tended to make calls more urgent, hence quotations have gone up. The range of poplar prices is about the same, with some slight modifications in the list. Stocks in hand are not extensive, even low-grade lumber being taken up as fast as it reaches the market. Only the extra wide lumber still halts and cannot be placed on a basis of values which manufacturers feel they should realize. Ash, beech and other woods are in increasing request.

The export business is satisfactory in most respects, although the coal strike abroad interferes with the demand, and is looked upon as perhaps the main cause for the advance in ocean freight rates.

INDIANAPOLIS

While the hardwood trade is opening slowly, it is nevertheless showing encouraging progress, and a good season is expected. Prices, thus far, have not assumed an upward tendency, and business will have to become considerably more brisk than it is now to bring about higher prices. Indications are that there will be a record breaking trade this year in hardwoods for interior finish. There will be more large building in Indiana this year than for many years. A fair trade is also anticipated from vehicle and automobile concerns.

COLUMBUS

Improved weather conditions which appeared about the middle of March caused an increased activity in the hardwood trade in Columbus and central Ohio. Dealers and factories came into the market with a better demand, and the volume of business increased considerably. Concerns making implements and vehicles have bought heavily, and in many other lines there has been good buying. Retailers have not been placing heavy orders recently, but that is due to the fact that they had stocked up well earlier in the season. Indications are bright for active building operations just as soon as the weather will permit. Prices have ruled firm and the movement of the lower grades has been exceptionally good. As a result there is a tendency to advance quotations in the lower grades. Firmness characterizes every part of the market.

CINCINNATI

during the last few days a change for the better has been noted in the local market. Weather conditions have become more propitious, thus facilitating outside work.

The demand for oak boards from the consumers has been very good. The principal sales, however, have been for common and better stock. Highly figured quartered oak is being called for in good widths. Mahogany lumber for furniture manufacturers is in fair request. Birch, red and clear gum are in good demand. Thin wide poplar is active. The common and

grades are plentiful at prices that are low and acceptable to box makers.

Black American walnut is in good call for the wholesale foreign market. Oak boards, red gum boards, white, wide and thick chestnut are also in good demand for the foreign market.

Cypress is scarce in some of the low building grades, and the prices obtained are fair. Heavy or tub cypress is scarce and hard to get. Good prices prevail for medium grades of cypress for building purposes.

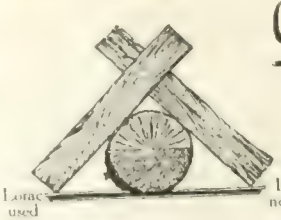
NASHVILLE

Continued bad weather caused an absence of special features on the Nashville market during the early part of the past fortnight. However, far more favorable weather conditions are now prevailing in this section, which is expected to boom business. There is an increased activity among the mills, many of which were closed down during the severe weather. There have been additional heavy receipts of logs recently of which poplar, oak, chestnut, ash and other hardwoods constituted the major portion. There is a continued scarcity of good, dry, hardwood stocks. Railroads and consuming factories are looking the south over for the kind of stock they need both for immediate use and future shipments. The consuming factories are showing more of a disposition to buy low-grade stock than formerly. Plain white oak continues to lead in demand, ash, gum, hickory and poplar are also in good request. There has been some improvement in the quartered oak situation. Prices continue steady with an upward tendency. Foreign buyers are placing some good orders, and some shipments have been made.

LOUISVILLE

Improved weather conditions have supplied the missing factor needed to make business in this market good. Trade is now about all that could be desired, and shipments are heavy. The demand is holding up well, and the first quarter will be one of the best in several years. The

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call is widely distributed, although plain oak and poplar still lead in demand. Quartered oak is showing improvement, but is still sluggish, with prices not much improved. Ash is selling well, as also are cottonwood and gum. Chestnut is scarce, and those who have thick chestnut in the upper grades are able to get a premium price for it. The outlook is for continued good business, as most consumers are busy. Railroads are buying fairly well and the general situation is propitious.

ST. LOUIS

Increased strength is being shown here in the hardwood lumber situation. This is caused by the demand which is growing, and because of continued rains in the hardwood producing territory in the South, which continue to hamper logging operations. While manufacturing operations are handicapped, the demand is growing rapidly, and there is an active request for every item on the hardwood list. Most of the lower grades are scarce. Low-grade cottonwood and gum are much in demand.

There is an active demand for plain red oak, No. 1 and No. 2 common being in especially strong request. There is a moderate call for plain white oak, but quartered white oak is still a trifle slow in demand. There is a fairly good movement in inch and thicker ash, but it is not brisk. Poplar does not show up so well. However, the lower grades of this stock are in better demand.

The local demand for cypress has been retarded by the bad weather, but there is a fair business being done in the yard stock line. However, orders coming in are for small quantities and call for quick shipment. Prices are steady and the outlook is good for a strong market, as soon as the weather moderates.

There is a fair volume of business reported by the local sash and door jobbers in spite of the severe weather, and a brisk demand is expected as soon as the weather becomes more favorable.

MILWAUKEE

Now that the backbone of the winter is broken and spring-like weather prevails, the hardwood lumber business seems to be taking on new life. The traffic situation is clearing up and lumber is again moving freely. Probably one of the brightest features of the local situation is the fact that retailers all over the state are beginning to place orders for spring stocks. Manufacturers are in the market for more stocks than they were two weeks ago. Plans have been made for the erection of more large buildings in this city this spring than at any time in recent years, and lumbermen believe that business will make new records. Reports from the northern mills indicate that there are few lines of desirable hardwood in which a shortage may not be expected. Local jobbers say that stocks on hand are exceptionally light.

Birch stocks are particularly low, it being almost impossible to secure good upper grades at this time. Maple is in brisk demand, and the slight surplus stocks in this line reported from some quarters will undoubtedly be absorbed. The demand for quartered and plain oak is strong. Basswood is moving well, even in lower grades, as a result of the good demand from the box factories.

MINNEAPOLIS

There has been practically no change in the situation during the last two weeks. Business has not opened up on account of the continued cold weather, and factories are buying only in a moderate way. Birch, oak and low-grade hardwoods are firm in price, while the higher grades of basswood are slow of sale. Manufacturers in lines allied to the hardwood industry are not optimistic as to the outlook and, while not expecting panicky conditions, do not look for anything like a heavy trade.

DETROIT

Trade has been quite active in the Detroit hardwood market within the past few days or since the advent of more favorable weather. Stocks are moving more freely and prices have strengthened all along the line. There has been an especially strong demand for white ash and walnut, while there has been a considerable demand for hard maple. Because of the scarcity of dry stocks in white ash and hard maple, prices on these woods are due for a sharp increase within the next sixty days. The flooring trade has been rather quiet, although manufacturers of hardwood flooring declare the outlook is favorable for a very busy season. Dealers who have dry stocks on hand at the present time will have no trouble disposing of them at very favorable prices.

LIVERPOOL

Business in the whole country has been much disorganized by the complete lookout of the colliers. Until this is settled business will continue on a very limited scale. In fact if the strike is long continued many leading factories will be forced to close down. Already the railway companies have announced reduced train services, but there is some hope that a satisfactory solution will soon be arrived at.

In mahogany, business has taken a very firm tone during the past week, especially among the cheaper classes. The view has long been held that some of the cheaper mahogany, such as the Gaboon shipments, is priced far too long in comparison with other competing woods. The valuable properties of Gaboon mahogany are being realized and it is expected that the near future will see a large and increasing demand with enhanced values.

American hardwoods have arrived more freely during the past fortnight, and have provided a much needed relief to a position which was quickly becoming intolerable. In fact if some shipments of hickory and ash had not arrived quickly, this market would have been absolutely bare of stock. Naturally under these circumstances, shippers have reaped good prices. Ash prime stock finds good prices, but as previously reported, serious difficulty is found with parcels containing ten to fifteen per cent of No. 1 common. No. 1 common ash is also firm, though there is some stock on hand which does not find very ready sale at current prices. Ash, 3 inches and up in all grades, is always well received, and any offers shippers may give will always be snapped up quickly.

Wagon oak planks are also scarce. The few shipments landing have been readily sold at advanced prices. Several large orders have also been placed for dimension oak, and numerous inquiries have been put forward which have still to be settled. If the labor difficulty could be removed, the timber market here would be enjoying a very profitable boom.

GLASGOW

The timber trade in common with others, is suffering severely from the coal strike which has been going on for some time. Nothing can be taken from the docks or yards except by horse and lorry, and as Glasgow is a large distributing center, the trade is very much handicapped. Unless the strike is settled soon, business will be at an end for the time being. The railway companies are refusing everything except perishable goods. They will not even take delivery of their own oak planks for wagon and carriage building, which are now on the quay.

W H Y ?

WHY DO more than 320 of the most prominent and successful lumber manufacturers exchange nearly $26,000,000 of indemnity against fire loss at

Manufacturing Lumbermen's Underwriters

B E C A U S E !

BECAUSE it is the oldest and strongest inter-insurance association among lumbermen, being now in its fourteenth year.

BECAUSE $728,910.41 cash savings have been returned to members.

BECAUSE $756,787.21 cash surplus, owned entirely by the members, has been accumulated.

BECAUSE $2,012,427.96 has been paid in losses under prompt and equitable adjustments without resort to quibbling or technical controversy.

BECAUSE it was the first to settle lumber losses on a market value basis.

BECAUSE the regular, frequent and thorough inspections given the plants of all members help them to prevent fires, thus materially reducing both the fire waste and the cost of indemnity.

FOR FULL PARTICULARS ADDRESS

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Attorney in Fact,
KANSAS CITY, MO.

Western Representative
HARRY B. CLARK,
Portland, Ore.

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

POSITION WANTED.

Being no longer connected with Harris & Cole Bros., I wish to secure a position with a large hardwood manufacturing company as Traveling Salesman or Assistant Sales Manager.

ELMER W. HARRIS, Cedar Falls, Iowa.

COMMISSARY MAN

wants position. If you have an opening for a store manager, write to the National Commissary Managers' Association, 801 Manhattan Bldg., Chicago. Good men will be recommended without charge. Inquiries treated confidential if desired.

EXPERIENCED STORE MANAGER

desires to make a change. Has made good record. Will furnish best references. Address, "BOX 26," care HARDWOOD RECORD.

Have had charge of Michigan lumbering operations—now about competed. Would entertain management of lumber operation.

SALARY RECEIVED AND EARNED, $6,000

Address "BOX 32,' 'care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED CHICAGO SALESMAN

to market southern hardwoods. Give business history, previous occupation and references. Address in confidence, "BOX 36," care HARDWOOD RECORD.

WANTED

A reliable salesman located in Detroit or Indianapolis, one at Columbus, and one in Philadelphia, Boston, or New York City to specialize on white pine on a liberal commission basis. We control large stocks in Wisconsin and Idaho, also some W. Va. hardwoods, and southern yellow pine. This is an opportunity for a real salesman as our stock will give him strong and permanent backing, and all applications will be confidential, but will not be considered without good references. Only a man of high-class standing and able to control some trade need apply. Address "BOX 33," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

LIGHT STEEL RAILS.

8, 12, 16, 20, 25, 30, 35, 40 lbs. per yard, A. S. C. E. Sections with Splices and Spikes. Certificates of inspection by Hildreth & Co., inspecting engineers of New York City, assuring absolutely first quality, furnished free of cost. 56-60 lb. relayers in stock. We are manufacturers and can make prompt delivery.

UNITED STATES RAIL CO.,
Cumberland, Md.

TIMBER ESTIMATING

TIMBER ESTIMATES.

Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

LOGS WANTED

WANTED—SECOND-GROWTH

White Ash logs 8 to 16 feet long. Inspect at shipping point and pay cash.

S. N. BROWN & CO., Dayton, O.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

WAGON STOCK FOR SALE

FOR SALE.

One carload of about 400 sets of 2½x2½—3' Sawed Oak wagon felloes, all of which are bone dry and ready for use.

O. C. GALLOWAY, Clarendon, Ark.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

WANTED WAGON STOCK

100 cars Oak Bolsters, Poles and Reaches, also Pecan Axles. Will take stock green, inspect at mill and pay cash.

GILLETT LUMBER CO., INC., Gillett, Ark

TIMBER LANDS FOR SALE

FOR SALE—HARDWOOD TIMBER

100,000,000 ft. virgin timber. Cottonwood, cypress, gum, ash, elm, oak. Tract consists of 12,000 acres, located in Louisiana, two miles from railroad, six miles from Mississippi River, near navigable stream for barge shipments. Favorable logging and milling conditions. Will sell timber or land and timber. Very reasonable terms. ILLINOIS BOX COMPANY, Alton, Ill.

FOR SALE.

About 3,300 acres of timberland situated at Jamesville, North Carolina; on the Roanoke River, ten miles above Albemarle Sound. Deep water, 10 miles river frontage. On the Atlantic Coast Line and Norfolk and Southern Railways. The tract will cut per acre as follows:

10,000 feet Gum
1,000 feet Cypress
1,000 feet Ash
12 Cord Pulp Wood.

This timber and land can be bought, fee simple, at a very low figure. For further information consult JAMESVILLE LBR. & PULP WOOD CO., 109 N. 22nd St., Philadelphia, Pa.

TENNESSEE HARDWOOD TIMBER TRACT

We own and offer for sale 3,500 acres of Oak, Hickory and Poplar timber; 70% white and chestnut oak of superior quality. Well located, close to R. R. Logging operations not difficult. Accurate estimate shows 10,000,000 feet. Property underlaid with coal. Title good; will sell timber or fee. Will deal with actual prospective buyers only. A great bargain. Address "BOX 34," care HARDWOOD RECORD.

LUMBER WANTED

LOG RUN BUTTERNUT WANTED

We are in the market for 1 or 2 carloads of log run butternut in 4/4, 5/4 and 6/4. Give full details as to amount, thickness, price, etc. Purchasing Dept., BAUSCH & LOMB OPTICAL COMPANY, Rochester, N. Y.

BIRCH WANTED

3 cars 4/4 unselected Birch.
THE WALNUT LBR. CO., Indianapolis, Ind.

WANTED.

60,000 feet Butternut, 4/4", 5/4", 6/4" and 8/4", band mill manufacture from large, forest growth logs, green or dry. Prefer all 1sts and 2nds, but will take some selected No. 1 common. Quote lowest price, giving full particulars in detail. Address W. M. WESTON CO., 120 Milk St., Boston, Mass.

WE ARE IN THE MARKET FOR

Maple and beech lumber and dimension stuff in large quantities.

THE COLUMBIA MFG. CO., New Philadelphia, O.

LUMBER FOR SALE

WE WISH TO SELL.

For prompt shipment:

75 M ft. 12/4 Hard Maple, No. 1 Com. & Bet.
150 M ft. 8/4 Hard Maple, No. 1 Com. & Bet.
40 M ft. 6/4 Hard Maple, No. 1 Com. & Bet.
60 M ft. 5/4 Hard Maple, 1sts & 2nds.
30 M ft. 8/4 Rock Elm, Log Run.
600 M ft. 4/4 Basswood, No. 1 Com. & Bet.
70 M ft. 6/4 Gray Elm, No. 2 Com. & Bet.

We are in the market for mill cuts.
Write us before selling.
VAN KEULEN & WINCHESTER LBR. CO.,
Grand Rapids, Mich.

HICKORY FOR SALE

2 cars 1¾x2¼ Hickory, 6 to 9 ft. A. & B. grade. About 50 per cent 9 ft. f. o. b. Sparta, Tenn.
VAN BUREN LUMBER CO., Cummingsville, Tenn.

BUSINESS OPPORTUNITIES

A WELL ESTABLISHED FIRM

of good standing, with offices in Toronto, Canada, wishes to connect with A1 hardwood lumber and veneer mills to represent same. Address "S. G.," 28 Heath St., East, Toronto, Canada.

WANTED—TIMBER BUYER.

Young man with three thousand dollars to invest in going lumber plant, and take position as timber and log buyer at good salary. One qualified to buy all kinds of Indiana timber from the farmers. State experience and references in first letter. Address

THOMAS D. BAYNE, Spencer, Ind.

FOR SALE.

A tract of timber 1,300 acres, in the Catskills, 130 miles from New York, and a complete plant for manufacturing turned goods, automatically, high grade lumber. 15 buildings, all equipped with modern machinery. Only operated six months. Ill health compels owner to sell. Inventories $100,000; $50,000 takes it. Timber alone worth price. Owner will give reliable, practical party an opportunity of his life time to acquire this business, and will give material assistance on a co-operative plan to several reliable parties. No sharks or questionable parties need apply. To a party who can pay cash, and relieve owner of further responsibility, a proposition will be made which will satisfy the most conservative.

Send for circulars describing in full. Address OWNER, Box 309, Livingston Manor, N. Y.

WANTED—TO PURCHASE

an active interest in a wholesale lumber concern or manufacturing plant. Prefer the selling end but am familiar with either. Address.

"BOX 28," care HARDWOOD RECORD.

FOR SALE

One seven-foot right-hand Clark band mill complete, filing room machinery, steam feed, live rolls, edger, trimmer, lath mill, sawdust and slab conveyors, planer and matcher, boilers and engine, all in good condition. Mill now in operation at Twin Rocks, Pa. Could give possession about April 1st. For particulars write WEBSTER GRIFFITH, Ebensburg, Cambria County, Pa.

FOR SALE

Complete band sawmill; two room Standard dry kiln 20x104; 1 55-ton rod locomotive; 1 Rapid loader; 10 oxen; 2 four-wheel wagons; 4 eight-wheel wagons. Situated at Ruston, La., on two lines of railroad in good hardwood district.

UNITED LBR. CO., Ruston, La.

OPPORTUNITY FOR WOOD-WORKING

industries Dover and Foxcroft, Me., situated in heart of vast forestry of Ash, Birch, Beech, Maple, Fir, Pine, Spruce, Cedar and Poplar, at junction of Maine Central and Bangor & Aroostook R. R.'s. Water, steam and electric power. No labor unions. Desirable place for home. Address C. O. PAINE, Dover & Foxcroft Board of Trade, Foxcroft, Me.

I BRING BUYERS AND SELLERS

together. No matter where located, if you want to buy, sell or exchange any kind of property or business, write me. Established 1881. FRANK P. CLEVELAND,
2440 Adams Express Bldg., Chicago, Ill.

LOGS FOR SALE

WOULD LIKE TO HEAR

from parties in Indiana, Ohio and New York buying White and Red Oak, Ash, Maple, Elm and Hickory in the log. Address

"BOX 29," care HARDWOOD RECORD.

MISCELLANEOUS

FOR SALE CHEAP

One first-class second-hand Kimball brougham; everything in good condition, including rubber tires; have pole and shafts. Address "BOX 36," care HARDWOOD RECORD.

Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

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Printed, Lithographed, Embossed, Engraved or Offset (the latest process for reproducing halftones)
The Highest Grade at the Lowest Prices
Let us quote you prices on your requirements. It will pay you to write us. State quantity. May we suggest a possible improvement on what you are now using? Our aim is to make stationery appropriate to your particular line of business
SAUL BROTHERS 626 Federal St. CHICAGO

COUNTERFEIT CHECKS
are frequent except where our
Two Piece Geometrical Barter Coin
is in use, then imitation isn't possible. Sample if you ask for it.
S. D. CHILDS & CO. Chicago
We also make Time Checks, Stencils and Log Hammers.


CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

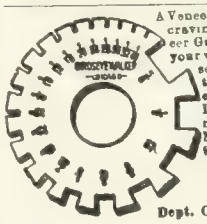
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HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
1508 MASONIC TEMPLE - CENT. 3825

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

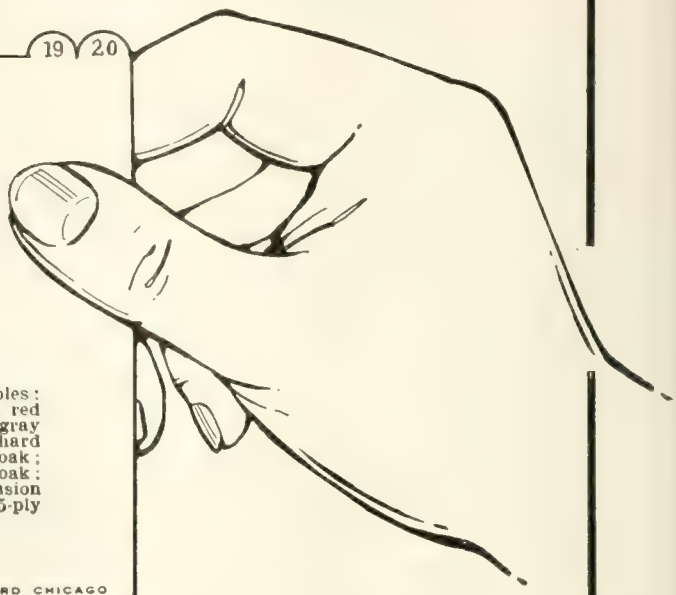
Telephone Canal 1688
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY


A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 38.
Dept. C BIRD'S EYE WALKER

VENEERED PANELS
We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they
Will not come to pieces after they are in the furniture
Do you see the point?
Specializing in the manufacture of veneered panels — making them in large quantities — we make better panels cheaper than the consumer can make poor panels.
Our efforts are concentrated solely on making high-grade panels of all kinds, in any wood.
After a quarter of a century of careful, systematic study in this special line of manufacture, we are in position to give you maximum service at minimum cost.
We solicit your inquiries. Permit us to submit samples for your inspection.
THE GORHAM BROS. COMPANY, Mt. Pleasant, Mich.

Doesn't It Look Good To You?



2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

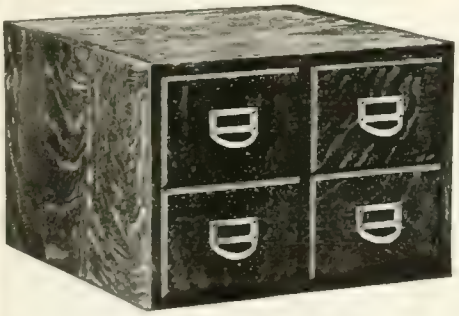


Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

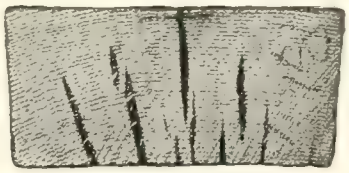
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

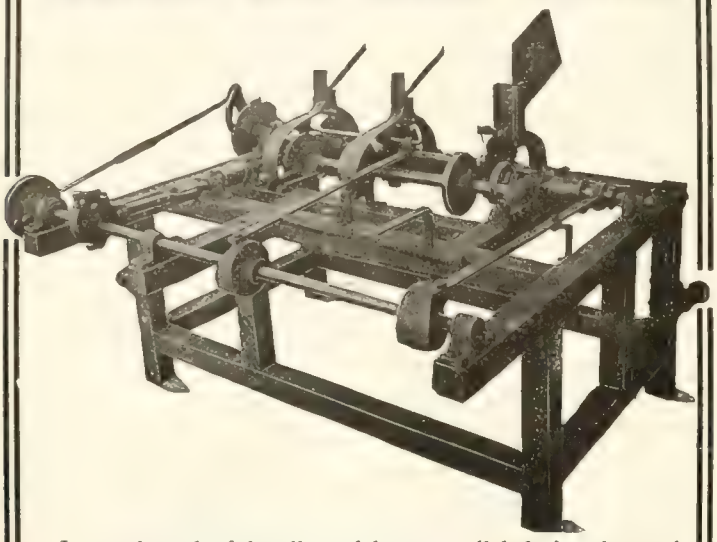
BRANCHES

CHICAGO, ILL. 318 Fisher Bldg. C-113 | NEW ORLEANS, LA. 421 Carondelet St. | SAVANNAH, GA. 501 Germania Bk. Bldg.



Broom Handle

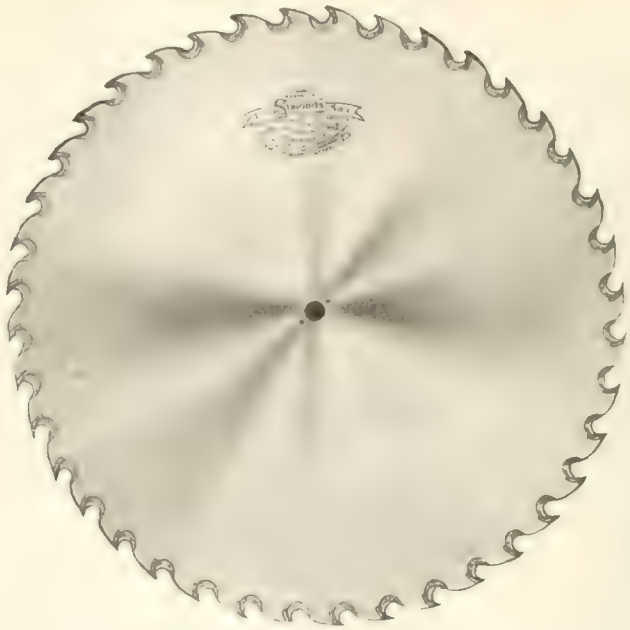
CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN



"A satisfied customer is a good advertisement" is an old saying that is always new because it is always true. There are so many satisfied users of

Simonds Inserted Tooth Saws

Do you want to be the next? Write the nearest Simonds office for a quotation on that Saw you expect to buy.

Simonds Manufacturing Company

FITCHBURG, MASS. CHICAGO, ILL. MONTREAL, QUE.
NEW ORLEANS, LA. PORTLAND, ORE.

The CHEAPEST HARDWOOD LOGGING

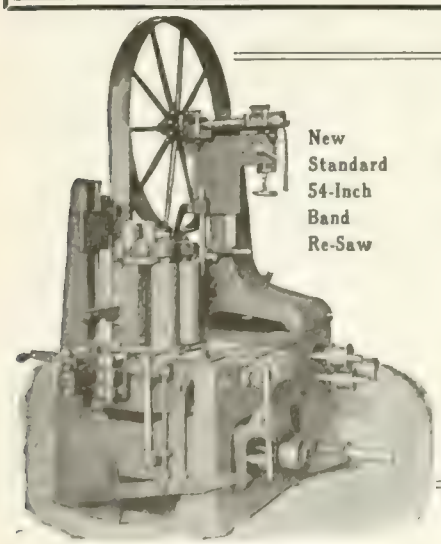
IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
CHICAGO, SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

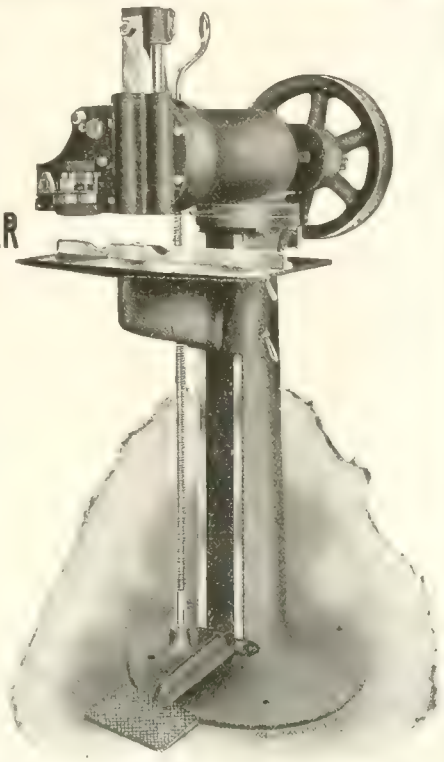
"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

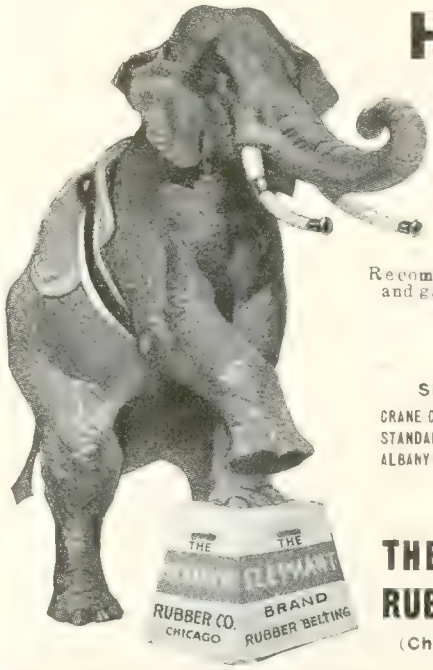
Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

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STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

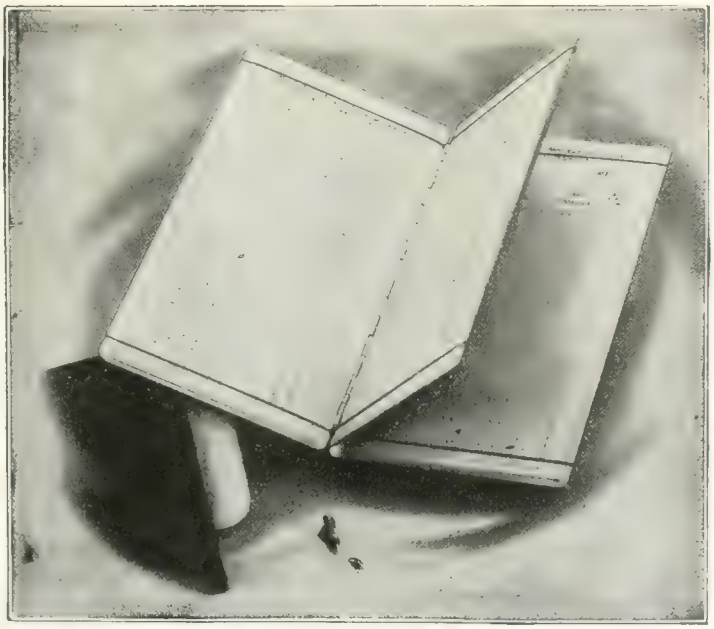
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THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

THE GIBSON TALLY BOOK



Is now used by more than a thousand lumber producers and buyers.

By its use single, duplicate or triplicate tallies can be made.

A dozen-piece-tally and other forms of tickets in plate. Circular and price list on application.

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LEADING

VENEER

MANUFACTURERS

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HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL FACTORY AND MAIN OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE

WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM — OAK — BIRCH
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CURLY BIRCH — BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS — BACK PANELS — CENTER STOCK
BACKING — PIANO PIN BLOCKS — BIRCH DOOR STOCK
CURLY BIRCH — BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

NEW YORK OFFICE, 200 Fifth Ave.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

Sheppard Veneer Co., Poplar
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Cutters, Cross Banding, Drawer Bottoms.

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT CHERRY **VENEERS** ASH MAPLE

AND HARDWOOD LUMBER

Let us send you Stock List FORT WAYNE, IND.

Winter Cut Basswood Veneers

¶ We have a nice stock of high-class Basswood Logs in our yard, which we can put in rotary cut, single ply stock, or make up into panels. In order to get the best quality of material out of these logs, they should be cut within the next thirty or sixty days. Basswood Veneers cut from winter-cut logs are better than you can get later in the season.
¶ We shall appreciate your courtesy in letting us figure on your requirements.

The Cadillac Veneer Co.
Cadillac, Mich.

"Frost Quality" Veneers

Recognized Standard for 35 Years

Table Tops—Chair Backs
Drawer Fronts—
—Roll and Saddle Seats
3-Ply Veneer Car Ceilings
Flat and Bent

Veneer Panels

Quality the Best
Prices Right *Deliveries Prompt*

Frost Veneer Seating Company

New York City
Sheboygan, Wis. Newport, Vermont
177 Pacific Ave., Jersey City, N. J.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

SOFT ELM

14,000 5/4 No. 1 Com.
20,000' 5/4 No. 2 Com.
25,000' 5/4 Log Run.
8,000 6/4 No. 1 Com.
15,000' 8/4 No. 1 and 2 Com.
200,000' 6/4 Log Run.

BASSWOOD

20,000' 4/4 No. 1 Com.
15,000' 4/4 No. 1 and 2 Com.
40,000' 6/4 1sts and 2nds.
25,000' 6/4 No. 1 Com.
20,000' 6/4 No. 2 Com.

BIRCH

60,000' 4/4 No. 1 and 2 Com.
15,000' 5/4 No. 1 Com.
25,000' 5/4 No. 2 Com.
100,000' 5/4 No. 1 Com. & Bet.
17,000' 6/4 No. 1 Com. & Bet.

MAPLE

300,000' 4/4 No. 3 Com.
15,000' 4/4 1sts & 2nds
10,000' 4/4 No. 1 & 2 Com.
40,000' 6/4 No. 1 Com. & Bet.
60,000' 8/4 No. 3 Com.
200,000' 12/4 No. 3 Com.

WE ARE IN A POSITION TO CONTRACT FOR THE FOLLOWING
3,000,000 feet Maple
1,000,000 feet Elm
1,000,000 feet Basswood.
1,000,000 feet Birch

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4	Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
72000	4/4	Pl. White Oak 1s & 2s	20000	8/4 Cottonwood Log Run.
143000	4/4	Pl. White Oak 1 Com.	112000	4/4 Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	26000	5/4 Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	48000	6/4 Cypress Shop & Better.
47000	4/4	Qtd. White Oak 1 Com.	31000	8/4 Cypress Shop & Better.
12000	8/4	White Ash 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
13000	10/4	White Ash 1s & 2s.	27000	4/4 Gum 1s & 2s Sap.
			25000	4/4 Gum Boxboards 13"-17".
			38000	5/4 Gum Log Run.
			20000	6/4 Gum Log Run

THE WOLF-LOCKWOOD LUMBER COMPANY

GRAND RAPIDS, MICHIGAN

WE DESIRE TO MOVE IN STRAIGHT OR MIXED CARS THE FOLLOWING LUMBER:

12,000 4/4 1st & 2nds Birch.
70,000 4/4 No. 1 Com. & Bet. Basswood.
12,000 8/4 No. 1 Com. Basswood.
70,000' 4/4 1st & 2nds and Bet. Red Birch.
40,000' 5/4 No. 2 Com. & Bet. Birch.
40,000' 6/4 No. 2 Com. & Bet. Birch.
25,000' 8/4 1st & 2nds Birch.
10,000' 12/4 No. 1 Com. & Bet. Birch.
15,000' 8/4 No. 2 Com. & Bet. Beech.
12,000 4/4 12" & up 1st & 2nds Hard Maple.
12,000 4/4 8/8 to 10" 1st & 2nds Hard Maple.
12,000 4/4 No. 1 Com. & Bet. Hard Maple.
8,000' 10/4 No. 1 Com. & Bet. Hard Maple.
8,000' 12/4 No. 1 Com. & Bet. Hard Maple.
8,000 16/4 No. 1 Com. & Bet. Hard Maple.

Soft Yellow Poplar

1/1 1st & 2nds, 7" to 17". 85,000
4/4 Panel & Wide, No. 1, 18" & up 15,000
Clear Saps 25,000
Selects 19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY BAND MILL

A few cars each of 1st & 2nds Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY

DETROIT

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 5/4 Log Run **Hickory**—cut Indiana timber.

1 car 5/4 Log Run **Hickory**—Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood**, Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 5/4 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4 cars 4/4 4" No. 2 Common Quartered White Oak
1 car 3/4 4" No. 1 Com. and Bet. Qrtd. Red Oak
1 car 3/4 4" No. 1 Com. and Bet. Plain White Oak
1 car 2½" No. 1 Com. and Bet. Plain White Oak
2 cars 4/4 4" No. 2 Common Quartered Red Oak
1 car 4/4 4" 1s-2s Poplar
5 cars 4/4 4" No. 1 Common Poplar
2 cars 4/4 4" Log Run Ash

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.
FORT WAYNE, - - - - - - INDIANA

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER

OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak

10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

18th and Indiana, KANSAS CITY, MO.

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

H. H. HITT LUMBER CO. FALKVILLE, ALABAMA

TENNESSEE VALLEY HARDWOODS

PLAIN OAK—Red	
4/4, 1s & 2s	67,000
4/4, No. 1 Common	15,000
4/4, No. 2 Common	50,000
PLAIN OAK—White	
4/4, No. 1 Common	115,000
4/4, No. 2 Common	40,000
5/4, No. 1 Common	90,000
5/4, No. 2 Common	55,000
QUARTERED OAK—White	
4/4, 1s & 2s	52,000
4/4, No. 1 Com.	76,000
QUARTERED OAK—Red	
4/4, 1s & 2s	4,200
4/4, No. 1 Com.	5,300
WHITE ASH	
4/4, 1s & 2s	1,100
4/4, No. 1 Common	5,900
4/4, No. 2 Common	1,400
8/4, 1s & 2s	6,300
8/4, No. 1 Common	8,900
8/4, No. 2 Common	3,000
POPLAR	
4/4, 1s & 2s	13,110
4/4, No. 1 Common	115,000
4/4, No. 2 Common A	69,000
4/4, No. 2 Common B	58,000
4/4, 9-12 Box Boards	8,000
4/4, 13-17 Box Boards	18,500
4/4, Panel, 18 in.	17,750
Gum—Red, Log Run, 4/4	24,100
Gum—Sap, Log Run, 4/4	92,000
Gum—Sap, Log Run, 6/4	29,000

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, · TENNESSEE



HARDWOOD FLOORING

IN

OAK, BEECH, MAPLE, BIRCH

HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

VENEERS—

Williamson Veneer Co.

Baltimore, Md.

THE F. T. PEITCH COMPANY

CLEVELAND, OHIO.

FOR PROMPT SHIPMENT

4/4 and 6/4 1 & 2 Plain Oak. Also No. 1 Common 4/4 wide Poplar. 4/4 to 8/4 No. 1 Common and Select Poplar. Also No. 2 Common. 4/4 and 5/4 No. 1 Common Red Gum. 3/8 and 13/16" Select and Clear Oak Flooring. 5" and 6" Poplar Bevel Siding, Clear and Select grades.

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Penrod Walnut & Veneer Co.

Walnut and Oak

VENEERS

Kansas City, Mo.

New Veneer Plant on Mill Building Site at Helena, Arkansas

Ready March Fifteenth

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

A FEW ITEMS OF DRY STOCK

We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 2 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

Ask Us for Prices

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING

A GUARANTEE OF PERFECTION

THE ALTHAUSER-WEBSTER-WEAVER LUMBER CO.

INCORPORATED

Nashville, Tennessee

MANUFACTURERS OF

HARDWOOD LUMBER

WOOD CONSUMING PLANTS ATTENTION

Our band mill will saw for you Quartered Oak to suit your requirements. We solicit your inquiries for special contracts.



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. Write Today for Catalog and Prices

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GILCHRIST-FORDNEY COMPANY

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MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN: STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
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ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

"ROBBINS" Rock, Maple and Birch Flooring

Is air and kiln-dried, end matched, bored and steel scraped. Mixed carloads a specialty.

ROBBINS LUMBER COMPANY

RHINELANDER, WIS.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

GEO. I. McCLURE

HARDWOODS & YELLOW PINE

Owen Sound, Ont.
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Mill Connections
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Storage Yard in Connection.
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DETROIT, MICHIGAN

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

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The Foremost Hardwood Market of the East

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HARDWOODS
OF ALL KINDS
893 EAGLE STREET

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Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

G. ELIAS & BRO.
HARDWOODS
WHITE PINE,
YELLOW PINE,
SPRUCE, HEMLOCK,
FIR,
LUMBER, TIMBER,
MILLWORK, BOXES,
MAPLE AND
OAK FLOORING.
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect
stock at shipping point.
Branch yard, Memphis, Tenn.
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Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET

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Specialties:
CHERRY
AND OAK
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STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
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1075 CLINTON STREET

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Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
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CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

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Poplar Bevel Siding—Mouldings Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

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W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

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BAND MILLS, MEMPHIS, TENN.

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All Kinds of High-Grade

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S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

The Burning Question of Fire Insurance

IS BEST ANSWERED BY THE ECONOMICAL AND RELIABLE TRADE MUTUALS

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Average rate of dividend to Policy Holders, now 36%

YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.

WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
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YOUNG & CUTSINGER,

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OAK ASH GUM CYPRESS

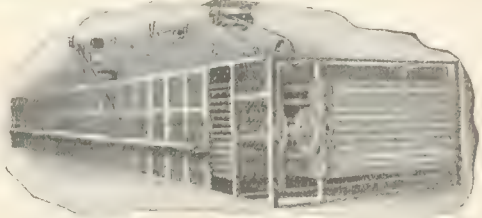
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—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks.
Special grades for Veneering.

Mahogany
5/8 inch to 5 inches thick.
Thoroughly Dry. Especially fine for Figure and Texture.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured. Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Maple
Hard. Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Cedar
Florida-Tennessee Stock.
Straight cars from Mills. Local Shipments from Philadelphia Yard.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

White Pine
All Grades and Thicknesses.
Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.
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WE MUST MOVE

the following stock immediately. Get our prices. They are attractive.

3 Cars 1" 1s and 2s White Ash—10" & wider
1 " 2" 1s and 2s White Ash—10" & wider
3 " 1¼" 1s and 2s Plain Red Oak
5 " 1¼" 1s and 2s Plain White Oak
1 " 1½" 1s and 2s Qtd. Red Oak
5 " 1¼" No. 1 Common Chestnut
3 " 1½" No. 1 Common Chestnut
3 " 1" Clear Sap Poplar
5 " 1¼" No. 1 Common Poplar
2 " 1½" No. 1 Common Poplar
5 " 1" No. 1 Common Black Walnut

Write or wire for delivered prices to

The Fullerton-Powell Hardwood Lumber Company
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us

for Anything

in Hardwoods

COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. March 25th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	5 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. March 25th, 1912

1x4	Basswood No. 1 Common	10 M
4/4	Birch 1s & 2s Red	6 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	15 M
1x15	& up Hard Maple 1s & 2s	14 M
1x10	& up Hard Maple 1s & 2s	15 M
5/4	Hard Maple Step, 1s & 2s	12 M
6/4	Hard Maple Step, 1s & 2s	6 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

2,000,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

BAY CITY, MICH.

All of the above stock is band sawn and trimmed



FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

For Immediate Shipment

RED GUM

3 cars 1″ 1s & 2s Red Gum, 10 to 16′
1 car 1″ 1s & 2s Red Gum, 10 & 12′
5 cars 1″ No. 1 Com. Red Gum, 10 & 16′
1 car 2″ 1s & 2s Red Gum, 12 mos. dry
5 cars 2″ No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1″ 1s & 2s Sap Gum
80 M. ft. 1″ No. 1 Com. Sap Gum
30 M. ft. 1″ No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17″ Cottonwood Box Boards
90 M. ft. 1″ 1s & 2s Cottonwood, 6 to 12″
1 car 1″ 1s & 2s Cottonwood, 13 to 17″
185 M. ft. 1″ No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY CO., 343 South Dearborn Street, CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1878

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SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

GEO. I. McCLURE
HARDWOODS & YELLOW PINE

Owen Sound, Ont. Cairo, Ill. — Mill Connections Seperton, Wis. *Storage Yard in Connection.* — Herndon, W. Va. Helena, Ark.

DETROIT, MICHIGAN

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THE GREATEST HARDWOOD MARKET IN THE WORLD

Huddleston-Marsh Lumber Company
(Successors in Chicago to OTIS MANUFACTURING CO.)
FOREIGN AND DOMESTIC FANCY WOODS
Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers
DOMESTIC VENEERS and Glued-Up Panel Stock
2256-2266 Lumber Street - - CHICAGO, ILL.

J. RAYNER VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO



A floor to adore
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.
Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.
The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

Estabrook-Skeele Lumber Co.
MANUFACTURERS AND DEALERS IN
Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods
In the Market for Round Lots of Hardwood
WRITE US BEFORE SELLING
Fisher Building, - - - CHICAGO
'PHONE HARRISON 1984

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Blue Island Avenue and Robey St.
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HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK
Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.
755 Old Colony Building
Chicago
MANUFACTURERS AND WHOLESALERS OF
Lumber
WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

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KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831

12,500 Acres Hardwood Timberland in Arkansas
RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER
Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.
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134 S. La Salle Street, Chicago, Ill.

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Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:

Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com
38,000 ft. 8/4 No. 1 com

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide.
No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

QUARTERED WHITE OAK

We have a large and well assorted stock of **bone dry** Quartered White Oak, 1 inch to 2 inches thick, all grades

We Also Have

A yard full of choice Plain Red and White Oak, Chestnut, Poplar, Ash, Hickory and other Southern Hardwoods. Our Own Manufacture. Ask for complete stock and price list

LOVE, BOYD & CO.

Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR, PLANING MILL PRODUCTS AND OAK FLOORING

ST. ALBANS, W. VA.

FOR SALE

10 Cars 4-4 No. 1 Common and Selects Poplar, Band Sawed, Thoroughly Dry, 50 to 60% 12 in. and wider, 60 to 70% 14 and 16 ft.

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 Cars 6-4 No. 1 Common and Better Chestnut

5 Cars 4-4 No. 1 Common and Better Quarter-sawed Poplar

WEST VIRGINIA BAND SAWN STOCK DRY FOR PROMPT SHIPMENT

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

1 car 5/4 Poplar Box Boards, 13 to 17" wide
1 car 4/4 Poplar Box Boards, 9 to 17" wide
1 car 4/4 1st & 2nd Basswood
2 cars 4/4 No. 1 Com. & better Basswood
2 cars 4/4 No. 2 Com. Qrtd. White Oak

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: WAUGATUCK, W. VA., AND MANTON, W. VA.

YOU GET WHAT YOU BUY

LUMBER PRODUCTS

C. S. Brown

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

28,000 ft. 4/4 Nos. 1 and 2 Plain White Oak, 15" and up wide.
20,000 ft. 4/4 No. 1 Common Plain White Oak, 15" and up wide.
36,000 ft. 4/4 Nos. 1 and 2 Plain Red Oak, 15" and up wide.
66,800 ft. 4/4 No. 1 and Panel Poplar, 24" and up wide.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

3 cars 5/4 No. 2 Common Poplar.
3 cars 6/4 No. 2 Common Poplar.
2 cars 4/4 No. 1 Common Select Poplar.
2 cars 5/4 No. 1 Common Select Poplar.
2 cars 6/4 No. 1 Common Select Poplar.
1 car 8/4 No. 1 Common Select Poplar.
2 cars 4/4 Clear Sap Poplar.
10 cars 4/4 No. 2 Common & Better Basswood.
2 cars 6/4 Sound Wormy Chestnut.

All high-grade band sawn stock. Good widths and large percentage 14 ft. and 16 ft. long.

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only **high quality** stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

LAMB-FISH LUMBER CO.

HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

Let us quote you right on any part of the following especially desirable stock:

87,000 feet 4/4 FAS Quartered White Oak
75,000 feet 4/4 No. 1 Common Quartered White Oak
30,000 feet 4/4 FAS Plain Red Oak
59,000 feet 4/4 No. 1 Common Plain Red Oak
127,000 feet 4/4 FAS Red Gum
100,000 feet 4/4 13″ to 17″ Sap Gum Box Boards

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

M. Furniture Manufacturer:—

TWO WEEKS AGO WE CALLED ATTENTION TO OUR STOCK OF END CURED, WHITE, ROCK HARD MAPLE. IT IS TO YOUR ADVANTAGE TO BUY NOW. THE SUPPLY OF WINTER SAWN STOCK IS LIMITED. WE HAVE THE NICE WHITE LOWER PENINSULA, MICHIGAN, VARIETY, VIRGIN STOCK.

Note the assortment:

60,000′	1″	1sts & 2nds End Cured White Maple
140,000′	1¼″	1sts & 2nds End Cured White Maple
50,000′	1½″	1sts & 2nds End Cured White Maple
45,000′	2″	1sts & 2nds End Cured White Maple

SPECAL LOW PRICE ON A FEW CARS 1¼″ FOR PROMPT SHIPMENT

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT.	12/4	LOG RUN SOUTHERN ELM
50,000 FT.	6/4	LOG RUN SOUTHERN ELM
220,000 FT.	4/4	NO. 1 COMMON PLAIN RED OAK
90,000 FT.	5/4	NO. 1 COMMON PLAIN RED OAK
87,000 FT.	6/4	NO. 1 COMMON PLAIN RED OAK
185,000 FT.	4/4	NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

WE CAN INTEREST YOU

If you are in the market for:

Firsts and seconds Quartered White Oak from 3/8 to 6/4 in thickness,

5/4 and 6/4 common and better Plain Red Oak,

Firsts and seconds Plain White Oak, from 5/4 to 16/4 thick, or

White Ash from 4/4 to 16/4 thick.

We have one car of **6/4 common Red Gum,** which will be a bargain for someone.

Philip A. Ryan Lumber Co.

Manufacturers and Dealers in

HARDWOOD LUMBER AND LOGS

Phone Main 850 Station G, Memphis, Tenn.

Mills at Memphis, Tenn., and Mound, Ark.

STRAIGHT GOODS

STRAIGHT GOODS

That's What We Furnish

—in—

GUM

For Prompt Shipment We Offer

5/8"	1s & 2s Sap	55,000 ft.
	No. 1 Common Sap	60,000 ft.
	No. 2 Common Sap	10,000 ft.
3/4"	1s & 2s Sap	92,000 ft.
	No. 1 Common Sap	40,000 ft.
	Clear Strips 2 to 4"	24,800 ft.
3/4"	1s & 2s Red	115,000 ft.
	No. 1 Common Red	100,000 ft.

CRATING.

5/8"	18,000 ft.
3/4"	25,000 ft.

Memphis Saw Mill Company

Memphis Tennessee

STRAIGHT GOODS

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

No Need to "Shop"

You Can Get It in Louisville

One of the Big Advantages of the
Louisville Market
Is that Widely Varied and Comprehensive
Stocks of All Hardwoods
Are on Yards Ready to Ship.
This is of
Prime Importance
To the
Buyer of Lumber, Who Usually
"Wants What He Wants
"When He Wants It."
The Louisville Hardwood Club is a
Real Clearing-House of Special Items.
By Buying of Any Member of This Club,
You Insure Access to the Stocks of All.
It Takes a Fraction of the Time Ordinarily Consumed
To Make Up a Mixed Car in Louisville.
If You Are in the Market for that Kind of
Lumber,
Say So.
We'll Do The Rest.

P. S. In addition to the regular comprehensive line of hardwoods, including plain and quartered oak, poplar, cottonwood, ash, gum, chestnut, etc., our members are headquarters for mahogany, veneers and built-up stock. The highest quality at the right price.

LOUISVILLE HARDWOOD CLUB

THE LOUISVILLE VENEER MILLS.
EDWARD L. DAVIS LUMBER CO.
BOOKER-CECIL CO.
LOUISVILLE POINT LUMBER CO.
W. P. BROWN & SONS LUMBER CO.
C. C. MENGEL & BRO. CO.
OHIO RIVER SAW MILL CO.
NORMAN LUMBER & BOX CO.

EVERYONE HAS A HOBBY—THE SUCCESSFUL WOODWORKER HAS A HOBBY OF BUYING

DEFIANCE

WOOD-WORKING MACHINES

THE IMPRINT OF SATISFACTION

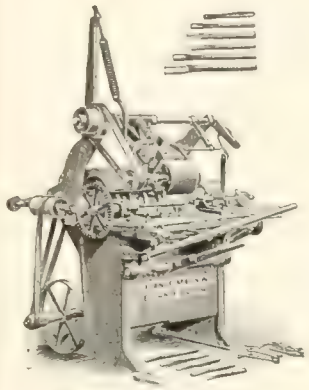
That's why he is so successful. Some people have a hobby of "loading up" with time-worn and dilapidated second hand machines that produce second hand results. They couldn't expect anything else.
Get the habit of specifying DEFIANCE machines and get DEFIANCE results.

Write us today for full particulars and prices

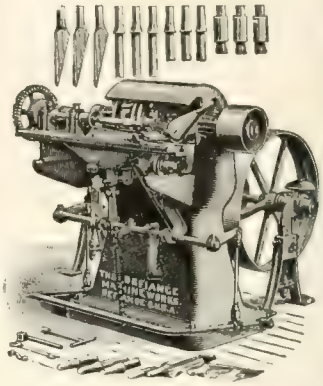
THE DEFIANCE MACHINE WORKS

414 Perry Street, DEFIANCE, OHIO

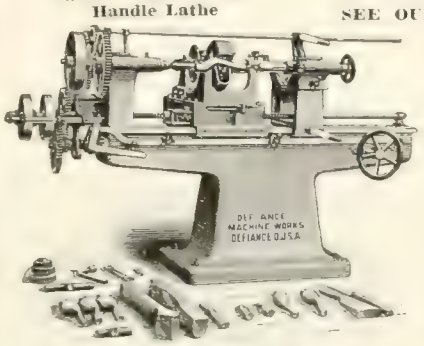
SEE OUR EXHIBIT AT 1219 WASHINGTON BOULEVARD, CHICAGO



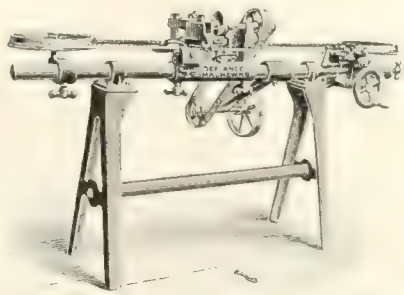
Hammer and Hatchet Handle Lathe



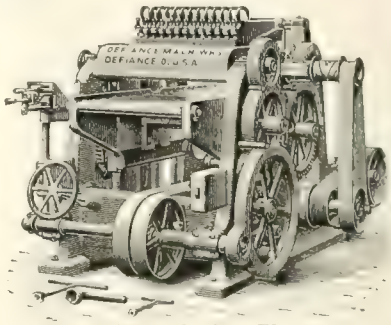
Insulator Pin Lathe



No. 0 Copying Lathe



Band Saw Filing and Setting Machine



26" Single Surface Planer

THE SEAL OF QUALITY

THE BEST HARDWOOD FLOORING

BAY CITY
HANSON-WARD VENEER CO.
MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks **Best Selections**
CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. **CINCINNATI, OHIO**

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

3 cars 8/4 S. W. Chestnut, 1-yr. dry.
3 cars 4/4 1s & 2s Cottonwood, 6″ to 12″.
12 cars 4/4 1s & 2s Cottonwood, 6″ & up.
2 cars 4/4 Com. Cottonwood.
3 cars 4/4 1s & 2s Red Gum.
3 cars 4/4 Com. Red Gum.
7 cars 4/4 1s & 2s Sap Gum.
3 cars 4/4 Box Boards Gum, 13″ to 17″.
1 car 4 4 Panel Poplar, 30″ & up.

W. E. HEYSER LUMBER CO.
GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.
Manufacturers and Wholesalers of Quartered and Plain
Red and White Oak, Ash, Poplar, Chestnut, Gum
and all Southern Hardwoods

SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS

SEND US YOUR INQUIRIES

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4″ 10″ & up 1s & 2s Ash.
1 car 8/4″ 1s & 2s Ash.
1 car 5/8″ 1s & 2s Qtd. W. Oak.
1 car 5/8″ 3½″ to 5½″ Clear Strips Qtd. W. Oak.
1 car 3/4″ 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4″ No. 1 Common Qtd. W. Oak.
½ car 4/4″ 12″ & up 1s & 2s Plain Red Oak
½ car 4/4″ 12″ & up 1s & 2s Plain White Oak.

The John Dulweber Company Cincinnati, Ohio

WE WANT TO BUY

1″, 1¼″, 1½″ 1s & 2s AND NO. 1 COMMON SAP GUM
1″, 1½″ & 2″ 1s & 2s AND NO. 1 COMMON RED GUM
1″ NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

Write CARRIER

FOR LOW PRICES ON HIGH GRADE HARDWOODS, CYPRESS AND YELLOW PINE

ANXIOUS TO MOVE

4/4 No. 1 and Panel Cottonwood, 22″ and wider.
4/4 No. 1 Common Plain Red and White Oak.
2″, 3″, 4″ 1s and 2s and Tank La. Red Cypress.

U. A. CARRIER
409 BELL BLOCK, CINCINNATI, OHIO

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

2 cars 1″ 1sts & 2nds Cherry, good widths and lengths.
1 car 5/4 1sts & 2nds Cherry, good widths and lengths.
1 car 1″ No. 1 Common Cherry, good widths and lengths.
1 car 1″ No. 3 Common Cherry, good widths and lengths.
500,000 ft. 1″ dry Chestnut, all grades.
200,000 ft. 6/4 dry Chestnut, all grades.
750,000 ft. 1″ log run Basswood.
30,000 ft. 3″ log run Basswood.
50,000 ft. 2″ log run Basswood.
1 car 2″ No. 2 Common Basswood.
2 cars 1″ 1sts & 2nds Ord. Ohio White Oak.
3 cars 1″ No. 1 Common Ord. Ohio White Oak.
1 car 1″ No. 2 Common Ord. Ohio White Oak.

EDWARD C. BRADLEY
702 Gerke Building, Cincinnati, O.

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write

THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

CASH BUYERS
OF OAK PLANK AND TIMBER
FOR EXPORT

We are cash buyers of Wagon Oak Plank, and free-of-heart Scantlings; inspection at shipping point. Correspondence solicited.

THE HOWARD & BARBER LUMBER CO.
(309 PROVIDENT BANK BUILDING)
CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

RED CEDAR
Let us know when you need any,
we handle the best that grows
also
HARDWOODS
of all kinds
GEORGE LITTLEFORD,
CINCINNATI

MOWBRAY & ROBINSON
SPECIALISTS IN
OAK—ASH—POPLAR
ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS
OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

BENNETT & WITTE
JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

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222 W. 4th Ave.
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L. W. RADINA & CO.
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POPLAR AND HARDWOODS
CINCINNATI : : OHIO

THE JACKSON LUMBER COMPANY
JACKSON, TENN.


ANDREW JACKSON

We also make high grade Rotary Cabinet Veneers. We DO NOT make baskets, egg cases nor boxes. Our veneers cost too much to use in egg cases, and egg case stock will not make Cabinet work. If you don't know the difference try JACKSON VENEERS.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

An Unusual Opportunity in Veneer and Lumber Manufacturing

¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.

¶ Plant and equipment complete, and strictly modern in every detail.

¶ Center of unusual field of sale and distribution, including large local trade.

¶ Best and cheapest location for source of supply of both domestic and foreign logs.

¶ Institution has never failed to pay handsome dividends on investment.

¶ Business can easily be increased, with present facilities, to much larger volume.

¶ Everything open to strictest scrutiny and investigation.

¶ A big opportunity for the right man.

¶ Will consider negotiations only with principals, and in confidence. ADDRESS B 47, CARE *HARDWOOD RECORD*, *Chicago*

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

TOMB LUMBER COMPANY

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WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

CHAS. K. PARRY & CO.

Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

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FRANKLIN BANK BLDG., PHILADELPHIA, PA.

WE ARE LARGE DISTRIBUTORS OF EVERY VARIETY OF FOREST PRODUCTS IN THE EASTERN MARKET, AND ARE ALWAYS IN THE MARKET FOR DESIRABLE LOTS OF STRUCTURAL, CAR BUILDING AND FINISHING HARDWOODS. KEEP US POSTED ON WHAT YOU HAVE TO OFFER.

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MAPLE SPECIALISTS

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HEMLOCK HARDWOODS SPRUCE

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WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

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HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

W. R. TAYLOR LUMBER COMPANY

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WHITE PINE FOR PRESENT OR FUTURE DELIVERY

150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar—mostly A.

Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

FOR SALE

CHESTNUT

4/4 1s & 2s	61035'
4/4 No. 1 Com	83705'
4/4 Shop	41113'
4/4 S. W. No. 2 Com	443815'
4/4 Qtd. C. & B.	8960'
4/4 No. 3 Com	62924'
5/4 S. W. & No. 2 Com.	24662'
6/4 S. W. & No. 2 Com.	16200'

MISCELLANEOUS

4/4 Basswood, L. R.	48800'
4/4 Buckeye	22838'
4/4 Ash, L. R.	13760'
4/4 Birch	9920'
4/4 Maple, L. R. Hard.	80000'
6/4 Hickory, L. R.	19843'
4/4 Locust, L. R.	2500'
4/4 Maple, L. R. Soft.	36000'
8/4 Maple, L. R. Soft.	36000'
6/4 Maple, L. R. Hard.	16000'
10/4 Maple, L. R. Hard.	32000'
8/4 Maple, No. 1 C. & B., Qtd.	65000'
4/4 Action Maple	80000'
6/4 Birch, L. R.	32000'
4/4 Birch, Good 2 Com.	32000'
4 4 1s & 2s Birch	50000'
8/4 1s & 2s Birch	16000'
5/4 L. R. Basswood, MCO	32000'

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Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

THE EAST

LEADING MANUFACTURERS AND JOBBERS

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

ASH
1" thick
2" thick
2½" thick
3" thick
4" thick

WE HAVE IT

W. W. DEMPSEY

MANUFACTURER AND WHOLESALER OF

HARDWOODS

CHESTNUT
1" Sound Wormy
1½" Sound Wormy
2" Sound Wormy

Will quote attractive price on

100,000 ft. 4/4 No. 1 Com. Ash

Band Sawed Stock — A line brings price by return mail

WRITE NOW—NOT TOMORROW

GENERAL OFFICES JOHNSTOWN, PA. — NEW YORK OFFICE NO. 18 BROADWAY

PALMER & PARKER CO.

TEAK
ENGLISH OAK
CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY
DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist. BOSTON, MASS.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

When you want really the best that grows in Oak, either plain or quartered stock, give us an opportunity to figure on your requirements.

WOOD-MOSAIC COMPANY, NEW ALBANY, IND.

¶ Immediate Shipment

5 cars 4/4 No. 1 Common Yellow Poplar
1 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths

J. S. KENT CO., PHILADELPHIA

HADENTINE LUMBER COMPANY

Wholesale Hardwoods and No. Carolina Pine — 6th & Penn Sts. **Camden, N. J.**

We will not mix grades

We appreciate **inquiries** from responsible buyers and request price and stock lists from **reliable shippers**

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES: CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

BOSTON NEW YORK PHILADELPHIA

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.
PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

CYPRESS
Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.
THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

Hamilton H. Salmon & Co.
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PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

SHORT
on
Maple, Birch, Beech or Basswood
?
For quick shipment write
C. H. Swift and Sons, Inc. Utica, N. Y.
WE WHOLESALE ALL KINDS OF HARDWOODS

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Clearfield Lumber Co., Inc.

CLEARFIELD, KY.
ROWAN COUNTY

¶ Our specialty at all times is everything in **Oak Timbers, Cross** and **Switch Ties, Plain** and **Quartered Oak** in all thicknesses.

¶ Just now we are specializing in Hardwood and Softwood Crating—to widths, lengths and thicknesses as ordered.

¶ Our **Quartered White Oak** is fine in grain and beautiful in figure, and for texture cannot be duplicated.

¶ Our **Poplar, Basswood** and other hardwoods are of the best, and well manufactured.

Our motto is "Prompt Shipments"—Write us

WE WANT TO MOVE

5 cars 8/4 No. 2 Poplar—band sawn—60% 14 and 16 ft.
8 cars 4/4 No. 1 Com. Plain White Oak.
10/4 and 12/4 Poplar, all grades.

FAUST BROTHERS LUMBER COMPANY

Sales Office
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YARDS—CAIRO AND BROOKPORT, ILL.

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES

TAYLOR & CRATE
Buffalo, N. Y.

FIRE
INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

HERE ARE A FEW ITEMS WE WISH TO MOVE

25,000 ft. 1½" 1s and 2s Ash, 6" and up wide
12,000 ft. 1" 1s and 2s Ash, 6" to 10" wide, 8' and 10' long
20,000 ft. 1" 1s and 2s Ash, 10" to 14" wide, 30% 8' and 10'
12,000 ft. 5/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
25,000 ft. 6/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
5,000 ft. 16/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
50,000 ft. 3 S 1s and 2s Qtd. White Oak, 6" and up, average 7½"
25,000 ft. 3/8 1s & 2s Qtd. White Oak, 10" and up.
100,000 ft. 1-2 No. 1 Common Qtd. White Oak.

SEND US YOUR INQUIRIES

RUSSE & BURGESS, INC.
Memphis, Tenn.

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
OAK FLOORING
BOX SHOOKS
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

ANNOUNCEMENT

Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIII CHICAGO, APRIL 10, 1912 No. 12

LIBRA
NEW Y
BOTANI
GARDE

Editorial Comment

General Market Conditions

Owing to flood conditions which have caused practically total suspension of both lumber manufacturing and shipping throughout the entire Mississippi valley, which comprises the region developing perhaps fifty per cent of the hardwood output of the country, the situation is having the effect of interrupting a very healthy demand and transferring it, when possible, to other sources of supply. From the present outlook it will be fully thirty days before lumber manufacturing and shipments can be resumed in southern Illinois, western Kentucky and Tennessee, Mississippi, Louisiana, Arkansas and southeastern Missouri. Owners of stock in this region now are accepting orders only on the basis of shipments when the flood subsides and transportation assumes its normal trend. Some manufacturers presume to believe that the suspension in manufacturing will have such an effect towards advancing prices as to absorb the cost of the present calamity, but it is doubtful if all the damage can be reclaimed from this source.

The lower Mississippi valley has not been the only serious sufferer from bad weather conditions, as there has been an incessant rain throughout mountain districts for months, and as a result the logging operations have been reduced to a minimum.

Secretary Doster of the Hardwood Manufacturers' Association says there is a decided increase in demand for No. 1 common and better chestnut of various thicknesses, and there is a strong inquiry for shipments containing fifty per cent or more of fourteen and sixteen feet lengths. No. 1 common chestnut has commanded as high as thirty-six dollars f. o. b. Ohio river points; firsts and seconds, fifty-two dollars, while shorter and regular length stock is quoted at two and three dollars less. Five-quarter and six-quarter stock commands a premium of three dollars a thousand over inch. Nearly all chestnut producers allege that their stock is low and that the demand is exceptionally good.

Concerning plain oak Secretary Doster alleges there has never been such a demand for this class of material as at the present time, and that most of the stock in first hands is sold up to green lumber. There is a tremendous reversal of form in low-grade hardwoods, which are being much sought by both the furniture and box factory interests.

Manufacturers of gum and cottonwood report very low stocks, and present sales that will clean up all the dry lumber they will have for some months to come.

In the northern hardwood producing sections heavy snows have contributed to failure in getting out as large a quantity of logs as was anticipated, and while the majority of mills have been running on full time, there isn't a sufficient stock of logs ahead of them to run nearly the full season.

Manufacturers, notably lake port shippers, have generally marketed their stocks in advance, and there is undeniably a marked shortage of all northern hardwoods in first hands. Several important jobbers, who purchased very generously in the North during the last few months, state that sales made up-to-date will practically clean up all their purchases.

In hardwoods there is undeniably an excellent demand from nearly all sources, and many jobbers are hesitating to accept orders that they would have been glad to have taken sixty days ago, as they fear an inability to make purchases to fulfill contracts. There is a good deal of exchange trade between jobbers to balance up assortments.

There seems to be a constantly increasing demand for nearly all varieties of hardwood with the advent of good spring weather. It is not thought likely the prevalent carpenters' strike in Chicago will be a matter of long duration or will seriously interfere with hardwood consumption in house building.

Not as much activity is noted in the furniture trade as was anticipated, but it is hoped this business will improve with the advancing season.

There still seems to be a surplus of oak and maple flooring in manufacturers' hands, and prices are ranging altogether too low to guarantee a reasonable manufacturing profit.

The veneer and panel trade is fair in volume, but prices on these commodities are also ranging very much lower than they should.

The increased demand for good wood for the furniture and interior finish trade is being reflected in the mahogany and other imported wood industry. There is an increased call for mahogany, rosewood

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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

constantly increasing prices.

Oak and Chestnut Statistics

of something like one hundred prominent oak and chestnut producers, at which time it was deemed wise to gather statistics showing the totals of both green and dry stock of all thicknesses of oak and chestnut lumber held, and to secure an estimate of stock to be manufactured from March 1, 1912, to January 1, 1913. Eugene F. Perry, secretary of the National Wholesale Lumber Dealers' Association, was prevailed upon to undertake the task of gathering these figures.

Mr. Perry has apparently done his work with a good deal of faithfulness, for he submits a report compiled from reports of 1,640 manufacturing and wholesale institutions, involving detail information by thickness. In brief, the following represents the oak stock on hand March 1, 1912:

Quartered red oak, dry	7,439,000 feet
Total	157,622,000 feet

These quantities, when it is considered that the normal oak output of the United States is approximately four billion feet annually, would indicate a veritable paucity of both dry and green oak in first hands, and the stock is so inconsequential, in comparison with a normal one, as to warrant a marked increase in market values.

Covering chestnut, the report is as follows:

Chestnut, dry	16,907,000 feet
Chestnut, green	15,556,000 feet

A little over 32,000,000 feet of both dry and green chestnut in first hands, as compared with a normal total annual output of more than 600,000,000 feet does not spell very much in the way of stock on hand. Both the oak and chestnut figures confirm the opinion of the chief producers that these stocks are very short.

The estimates that Mr. Perry has received on the approximate cut for the last ten months in the year, which conclusions will be upset very materially by the bad weather conditions of March and April and perhaps further along in the year, are as follows:

A Forest Products Exposition

advertising, and the distribution of the advertising moneys at your command. Hence, without in any wise attempting to influence your expenditures in any way, would suggest that I have followed very closely which seem to absorb such a general interest of the public in large trade centers as to induce the attendance of vast crowds for weeks at a time.

To my mind, this is advertising and mighty effective advertising. tional nature, the exhibits of which can be transferred to various big cities and shown a week at a time, for quite a number of months, and a loss to be charged up to your advertising funds. The fund you have

value of wood than its alleged substitutes possess which would convince the public of the verity of our judgment in these matters, and contribute materially to increase wood utilization. H. H. GIBSON.

To this letter Mr. Gerrans replied under date of March 14:

The suggestion is a good one, although it will take some time and money to put it on its feet. I would very much like you to give me your ideas of the lines of exhibits, at your leisure, and I will bring it up at our next committee meeting. A. T. GERRANS, chairman.

Since this correspondence ensued, other lumber trade newspapers, and notably the Lumber World Review, have taken up the campaign in favor of a forest products exposition. The subject is down for discussion as an important part of the program of the forthcoming annual of the National Lumber Manufacturers' Association, and hence it is germane that the matter be thoroughly exploited and discussed.

The idea which presented itself in the original suggestion made by the editor of this publication was that an alluring exhibit, not to involve methods of lumber production, but of finished wood products, could be established to occupy the reasonable area of a large convention hall, and be placed on exhibit for a week or two at a time in all the principal cities of the United States. This forest products exhibit could be made of such a highly interesting, instructive and alluring character as to, in advance, almost warrant the belief that the enterprise would be self-supporting from admissions alone. There are thousands of splendid object lessons in wood utilization that could be presented to the public which certainly would have manifestly more interest to it than any cement, tile or brick show, or any of the other commercial exhibits which now are quite the vogue in many lines of production.

In short, the forest products exposition could be put in such shape as to form a logical advertising campaign for the use of lumber that it would be impossible to attain through the medium of magazines or newspapers. HARDWOOD RECORD wishes to go on record as being unequivocally in favor of the National Lumber Manufacturers' Association taking steps towards the organization of a permanent forest products exhibit, that may be transferred from city to city through the United States, and be made a regular advertising feature of the lumber business.

This scheme has more possibilities than all the newspaper and magazine advertising that money will buy. It is a system whereby the public can be "shown," and really the average man today is akin to the Missourian, and has to be shown.

The Art of Distorting the Issue

To-Day) for April, bears the above title. The introduction says:

In the mazy involutions of English politics a famous prime minister was facing an appeal to the country on an issue that gave liberal promise of unhorsing him.

"I suppose," said one of his allies, "you feel somewhat dismayed when you think of an election turning upon such a question."

his countrymen. "At least, not so long as I can distort the issue so that its own mother wouldn't know it."

Listen well to this wise Premier, for he was speaking of a memorable truth. The most valuable accessory of any political or other schemer in any country that has a franchise is a mastery of the Useful Art of Distorting the Issue. Equipped with this he has a power greater and far more uncanny than any king's. Of late years this has become apparent from its greatly increased use upon us and our affairs. Perhaps we may begin to question now if we have not had about enough of it.

In this same issue, William Alsorandolph Hearst, as he is nicknamed, with his remarkable talent as a professional defamer of character, stands sponsor for an article written by the notorious muckraker, Charles Edward Russell, entitled "The Mysterious Octopus." This article pretends to give facts, analysis and deduction, to prove the existence of a nefarious lumber trust, but, as a matter of fact, contains few truths, very specious analysis and silly deductions. In truth, the story constitutes the acme of "the art of distorting the issue."

If all the citations made by Mr. Russell were true (and in most part they are far from true), his story would not be regarded as

evidence constituting proof that even the minor element of the lumber trade—the retail building wood interest—was engaged in an unlawful combination or conspiracy. The case would be thrown out of any court as being unworthy of consideration.

The pusillanimous character of the story is evidenced by the dragging into it of the name of Edward Hines, who never has had a suspicion attached to his name in connection with a combination in lumber or anything else. He always plays a lone hand. It also attempts to connect the so-called American Lumber Trades Congress and its code of trade ethics—which are more famed by being forgotten than by being employed—as an ally of the secretary's bureau of the retail lumber dealers' associations.

This is evidently the story that was so persistently touted by Hearst's Cosmopolitan magazine as a sensational exposé that it would make in its issue of December last, but apparently it has been relegated to this latest magazine purchase of the redoubtable Hearst.

Standing sponsor for this article is simply another evidence of the sordid and iniquitous character of this prince of social and industrial disturbers.

The Department of Justice followed by a horde of muckrakers of the Hearst stamp has spent four years in attempting to demonstrate the existence of a lumber trust, and now the entire bunch is down to an assailment of the methods of the minor element, the country retail lumber yard trade. This seems to be the last ditch in which the governmental and individual investigators have landed. Hence, to quote William Alsorandolph Hearst, "the useful art of distorting an issue is a great and successful invention." The only question about it is whether we have not had about enough of it."

Forcing His Hand

The National Lumber Manufacturers' Association, through its manager, is really attempting to force the hand of the President, in an endeavor to secure from the Department of Commerce and Labor, a report in response to the resolutions adopted by the United States Senate and the House of Representatives, requesting an investigation of the so-called lumber trust, which resolutions were adopted in December, 1906.

President Griggs, the other officers and the Board of Governors have written a very forceful letter to the President, calling attention to the resolutions adopted, and stating that the manufacturing lumber industry of the country has now been under indictment for nearly five years, and practically demands a speedy report from the Department of Commerce and Labor, involving the results of this five years' investigation.

President Taft acknowledged receipt of the communication and turned it over to the secretary of Commerce and Labor for reply. Secretary Nagle responds by excusing himself and the department for its dilatoriness, and practically replies that he will make a report when he gets time to do so.

In the meantime recurring attacks upon the integrity of the lumber industry, and necessarily upon individuals composing it, if false would have been impossible if the Department of Commerce and Labor had performed its duty to Congress, the people and the industry; and if true, would have been unnecessary or would have been fortified and justified by current facts as developed in a government investigation most costly in time and money.

All the report that has ever been made in response to the Senate and House resolutions has been a brief one referring to the effect of concentration of stumpage ownership in a few hands, but notwithstanding the importance and value in the report on standing timber and its value to the country, and the effect of stumpage value on the price of lumber, the report was not responsive to that part of the Senate resolutions reading: "Said investigation and inquiry should be conducted with the particular object of ascertaining whether or not there exists among any corporations, companies or persons engaged in the manufacture or sale of lumber any combination, conspiracy, trust agreement or contract, intended to operate in restraint of lawful trade or commerce in lumber or to increase the market price of lumber in any part of the United States."

In the meantime the lumber industry pleads in vain for a verdict. Getting elected or re-elected to office is a matter of more particular moment to politicians at the present time than dispensing justice to anyone. Seeing that many of these gentry are not re-elected is the first duty of lumbermen.

UNSOLICITED TESTIMONIAL

The George Henke Company

Sole Manufacturers Lorac

68 Beekman Street

New York, Sept. 15, 1911.

Mr. Henry H. Gibson,
HARDWOOD RECORD, Chicago.

Dear Sir: I am always on the lookout for the bimonthly copies of HARDWOOD RECORD, and the writer takes these copies home that he may have the undisturbed pleasure of carefully looking over the contents. I assure you its pages, from beginning to end, are receiving close scrutiny, and I always receive much pleasure from what information I can gather about lumbermen, etc. I am quite sure that there is hardly an issue in which I do not find items which alone pay many times over for the small subscription price of $2.00 which you are asking.

GEORGE HENKE.

Vindicated

HARDWOOD RECORD in its issue May 10, 1911, in referring to the attacks on Edward Hines of Chicago, made the following statements and prophecies:

FIRST: That the attempt to [illegible] the character of Edward Hines is a part of a diabolical plot on the part of a Chicago newspaper to [illegible] every man who has had the courage to stand up for Lorimer, whose scalp it is after, and that there is no real evidence yet presented or ever will be that Mr. Hines contributed a dollar to the election of William Lorimer, or that he even knew of the existence of a slush fund.

SECOND: That at its forthcoming annual meeting to be held in Chicago on May 24 and 25, the National Lumber Manufacturers' Association will pass a vote of unqualified confidence in Edward Hines.

THIRD: That the innocence of Edward Hines in the matters referred to will shortly be placed in the form of such clear and indisputable evidence as to convince every lumberman in this country of its truth.

The first statement has been pretty thoroughly demonstrated, and what it lacks of complete demonstration speedily will be forthcoming.

The second prophecy was fulfilled not only by the unanimous vote of confidence of the National Lumber Manufacturers' Association at the time stated, but a similar exhibition of belief in the integrity of Mr. Hines has been reiterated by the National Wholesale Lumber Dealers' Association in convention assembled, and by several other leading building woods organizations.

The third prophecy has been fully fulfilled, from the fact that on March 28, 1912, the Dillingham Senatorial Committee, which had in charge the investigation of the charges against Senator Lorimer, without a dissenting vote, passed the following resolution:

"It is not proved that Edward Hines received $100,000 or any other sum, or that he contributed any sum whatever to aid in or obtain the election of William Lorimer to the United States Senate. The evidence is that he did not raise, contribute to or expend said sum or any sum of money whatsoever to aid or assist improperly in the election of Senator Lorimer."

This is the first time in the history of the United States Senate that a duly constituted committee has deemed it a duty to make a declaration in justice to a citizen unjustly maligned before it.

Mr. Hines is justly proud and happy at thus being honored and vindicated by a nonpartisan committee of the United States Senate.

Never in political history has an investigation been more thorough, and never has such wide latitude been given for hearsay evidence. Mr. Hines has suffered much through the attacks made against him, but he feels that the outcome is an ample compensation.

Annual National Lumber Manufacturers' Association

Attention is again called to the tenth annual meeting of the National Lumber Manufacturers' Association which will be held at the Sinton hotel, Cincinnati, O., May 7 and 8. The program of the meeting is still in the course of preparation, but most of the principal subjects have been assigned. It is intended largely to devote the time to discussions by lumbermen themselves on subjects in which they are particularly interested. Following the address of the president, reports of the various officers will be delivered and committees appointed.

The president of each of the affiliated associations has been invited to deliver an address on any subject of special interest to his own association. Many have already accepted and President Griggs is particularly anxious that each association be represented on this part of the program.

Some of the principal subjects of addresses to be covered are the Panama canal problem, the utilization of waste, disposal of cutover lands, an exposition of the lumber industry and forest fire problems.

A meeting of the board of governors of the association will be held at the Sinton hotel, Cincinnati, at two p. m. on May 6 for the consideration of a number of important matters. This meeting as is usual will probably be one of the most important lumber association gatherings held during the year, and not only the regular delegates will be welcomed at the sessions, but all other lumbermen as well.

Floods in the South

The high water, and especially the breaking of levees and dykes in the lower Mississippi valley, and the flooding of immense areas of country, promise to result in the most serious story of death, loss and misery ever encountered from this cause in the history of the country. Up to the first of this week, the death of thirty persons by drowning has been announced, thirty thousand people are homeless, two thousand square miles of territory are inundated, railroad traffic over a large section is paralyzed, and there is a financial loss estimated at more than ten millions of dollars.

Lumber manufacturing interests have suffered as much or more than the agricultural element. Floods put an absolute shut-down on lumber production or distribution over a large territory, and while but very little manufactured stock has been actually washed away, millions of feet of lumber in cross-pile have been inundated, and the resulting loss from water and mud deposit will be enormous. Manufacturers in the vicinity of Hickman, Ky., Cairo, Ill., and Memphis, Tenn., and over a wide range of Arkansas, Mississippi and further down the river are suffering tremendously.

It is believed at this writing the height of the flood has been attained, and from now on will be witnessed receding waters. However, it will be a month before lumber and agricultural operations can again be resumed.

To a less extent the high water in the mountain streams has interrupted logging and lumber manufacturing. About the only consolation there is in the situation is the fact that it is resulting in such a demand for hardwood lumber, from sources that can possibly ship it, as to show an accretion of values of an average of perhaps two dollars a thousand. It is believed the enforced abandonment of logging and sawing operations will show such a tremendous shortage in hardwoods as to insure permanent increased lumber values.

Relative Importance United States Industries

A recent digest issued by the Department of Commerce and Labor indicates that the lumber industry, involving all forest products, employs a larger number of wage earners than any other commercial pursuit. These numbered in 1909, 695,019. The value of the product [illegible] being third in amount, and slightly exceeded by the value of slaughtering and meat packing, and foundry and machine shop products.

The value attained in the manufacture of forest products was $648,011,000, which makes the industry rank second in this particular, being exceeded only by the foundry and machine shop products. Hence, lumber and timber products rank first in the number of employes, second in the value added by manufacture, and third in the total value of product.

The Steel Business

For years the business situation in steel has been regarded as a general trade barometer, the value of this product materially reflecting on the prices of other commodities. During the past year the average price of iron and steel products has been decidedly the lowest since 1904. Bessemer pig, for example, averaged less than sixteen dollars against nearly twenty-three dollars in 1907, and steel billets, twenty-one dollars against twenty-nine dollars. The largest items of steel product, exclusive of steel rails, which remain at twenty-eight dollars a ton year in and year out, show a decline from 1907 of about thirty per cent.

In the very bad 1911 commercial year, the Steel Corporation, after paying all expenses, repairs and maintenance, earned $104,000,000 net, and paid out $50,000,000 in dividends, including five per cent on copiously watered common stock. Besides this it had a very handsome surplus.

Steel and lumber have ceased to run in parallel lines, as the steel people are not facing such a remarkable decadence of source of supply for raw material as lumbermen, and consequently there is not the remarkable advance in ore values in the ground that there is in timber values on top of the ground.

Again, steel producers have succeeded in attaining a much higher relative efficiency than have lumber operators, and hence, figured on parallel lines in years of low prices, the steel and iron business may show a handsome profit, while the lumber business is very likely to show an equivalent loss.

Timber Bonds

The timber bond business, when intelligently handled, affords a fine line of unusually safe investment. Banking houses skilled in placing bond issues have not only made a good deal of money for themselves, but have put out lines that have almost invariably been paid when due, and the interest has been regularly met.

Latterly there has drifted into the bond business quite a number of amateurs with a greater desire to put over bond issues with a good profit to themselves, than to effect just security for the investors. Timber bonds have reached a splendid reputation as good securities, but if these haphazard issues continue, they are very likely to ruin the reputation of the value of legitimate ones, and bring the entire business in disrepute. Some of the representations made concerning the security afforded by certain issues, that are on the market at the present time, are exceedingly specious. It is represented in one of these circulars that a thousand feet of hardwood lumber possesses a value of from forty to one hundred dollars according to grade; shows a value of the standing merchantable timber on 36,720 acres of mountain lands at $8,537,400, not counting tie timber, and estimates the annual net earnings on the basis of one hundred thousand feet production per day, at nearly a million dollars.

It is HARDWOOD RECORD'S desire to see the timber bond business continued on absolutely legitimate lines, and it regrets that amateur and inexperienced bond houses should present for the sake of marketing bonds, figures presumed to represent intrinsic values that are far from true and unwarranted by the facts.

When investors ask advice about the value of timber bonds, they should be informed that only those issued by houses having a reputation for conservatism and for a specific knowledge of timber values should be bought. Similar advice may be warranted to those making bond issue, which should be handled only through houses having a knowledge of timber values and with a reputation to sustain.

Pert, Pertinent and Impertinent

An Appreciation in Verse

Your magazine is just at hand.
  Its pages are perused.
And if it chanced to miss us
  We'd think we were abused.
And generally stir things up
  With all of Gibson's boys
If we didn't get the RECORD
  From Chicago, Illinois.

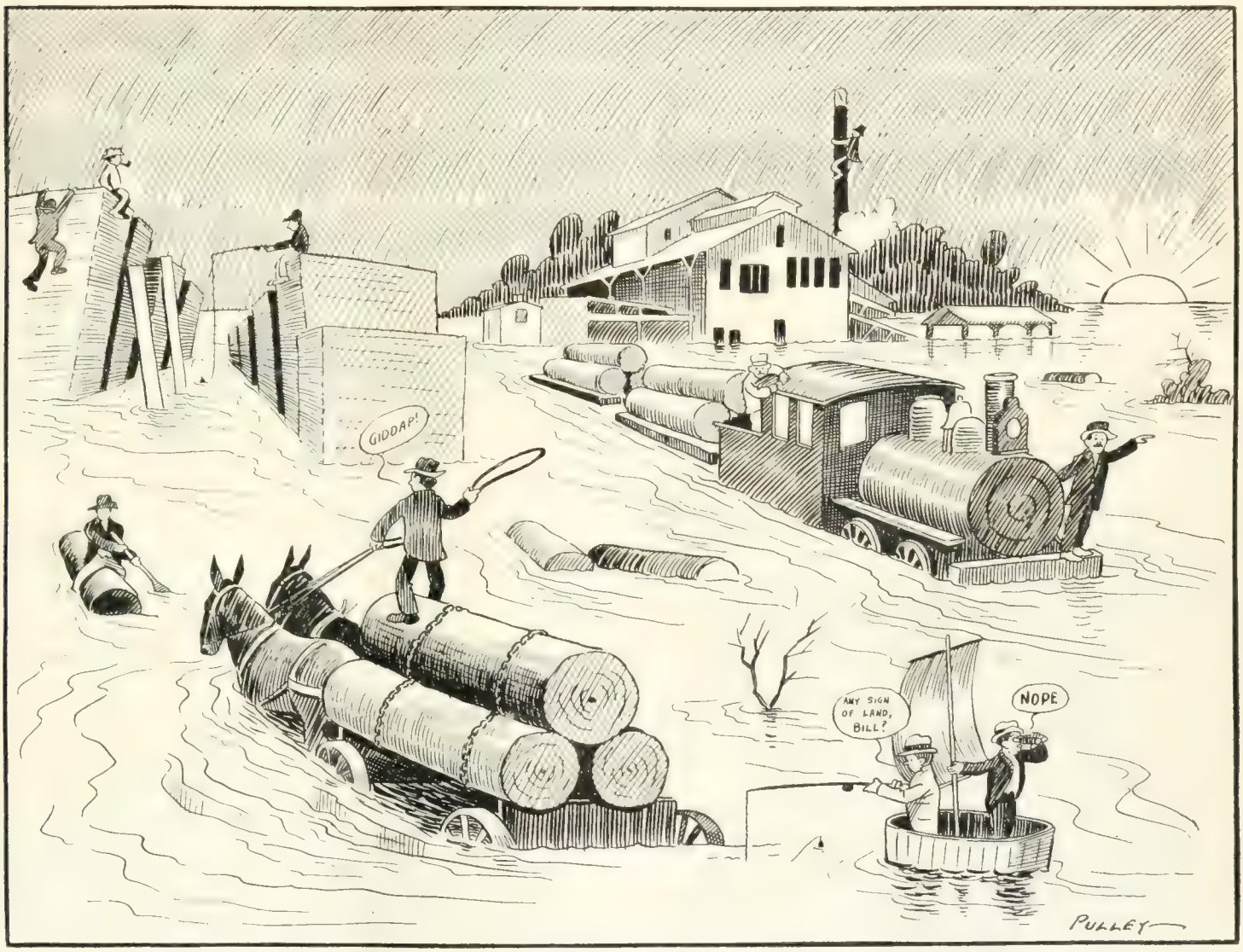
We read the editorials
  And study every ad.
And watch the local notices
  Of dealers, good and bad
The reading of your paper
  Is one of our chief joys
We'd dislike to miss the RECORD
  Of Chicago, Illinois.

We study technicalities
  Of lumber plants and mills,
Of the cutting up of lumber
  Upon a thousand hills,
Of how it's manufactured
  Into useful things and toys
According to the RECORD
  Of Chicago, Illinois.

So when we reach the pearly gates
  And meet St. Peter there,
And stand with our uncovered heads
  (Some even shy of hair)
We may decide to go back home
  To all its cares and joys,
If they haven't got the RECORD
  From Chicago, Illinois.

April 6, 1912 — *A. S. B.*

LUMBERING UNDER DIFFICULTIES



Present Status of Saw Milling in the Lower Mississippi Valley as Viewed by Hardwood Record Cartoonist.

A Story With a Moral

The desire to sell all the lumber in any community reminds one of the old story of the small boy who was chided by his father for eating too fast and too much at the dinner table. The tirade came to an end with the remark: "You sure do eat like a little pig! Do you know what a pig is, my son?" "Yes, father, I know what a pig is," replied the kid, "a pig is the son of a hog."—*Exchange.*

The Cynic

Wigwag—"The secret of a happy married life is to marry one's opposite."

Cynicus—"Yes, I have frequently remarked that your wife was a most charming woman." *Philadelphia Record.*

Smiths Well Cared For

Englishman (patronizingly) Your school facilities are excellent, I am told.

American (suavely)—Well, I should say. See the Smithsonian institution over there? Think of a building like that just to educate the Smiths. *Vogue*

A Pleasing Sight

"Pop!"

"Yes, my son."

"What is a popular uprising?"

"Why, a popular uprising, my boy, is when every man in a street car gets up and offers his seat when one lone woman enters the car." *Yonkers Statesman.*

Had Been There

Wedderly—"Let me congratulate you, old boy. This is undoubtedly the happiest day of your life."

Singleton—"You're a little previous. I'm not to be married until tomorrow."

Wedderly—"I know it—and you heard what I said."

Builders of Lumber History

NUMBER CVX

EDWARD A. LANG

(See Portrait Supplement.)

While Edward A. Lang, the subject of this sketch, has distinguished himself in lumber affairs, he is of such a modest and retiring disposition that his name rarely appears in lumber newspaper annals. He has charge of the lumber department of the great Paepcke-Leicht Lumber Company and its allied concerns, which have their general financial and executive headquarters at Chicago.

To Mr. Lang has been assigned the lumber selling and buying department of this immense institution, for, notwithstanding the fact that the Paepcke-Leicht Lumber Company is a producer of more than a hundred million feet annually of cottonwood, gum, oak, ash, elm, soft maple, sycamore and cypress lumber, it also is a large buyer from outside sources.

Mr. Lang was born in Chicago on August 5, 1874, and is of German descent. His parents moved to Elgin, Ill., when he was a lad, and from the age of seven to twenty-five years he lived in that Illinois city. It was at Elgin he received his common school education and early business training. As a young man his first employment was with the Elgin Butter Company, and next with the Borden's Condensed Milk Company; later with the First National Bank of Elgin. These institutions were all conducted on high planes of business efficiency, and he became grounded in good commercial methods through his connection with them.

In February, 1900, Mr. Lang entered the employ of the Paepcke-Leicht Lumber Company in a clerical capacity. Here he found his real calling, and as the work interested him intensely, by dint of industry and intelligent endeavor he gradually arose in the esteem of his employers to such an extent that during the past six or seven years he has held the responsible position of manager of the lumber department of this immense business. Mr. Lang's disposition makes him deprecate his own talents, and he modestly avers his success is attributable to the unswerving confidence that has been given him by his employers. He holds that the unfailing confidence of his principals, and their ever-ready advice and co-operation, have made it possible for him to handle to their satisfaction the important work of the company which devolves upon him.

Through Mr. Lang's connection with the lumber department of the Paepcke-Leicht Lumber Company he has become deeply interested in all lumber association work. He is chairman of the executive committee of the manufacturers' division of the Lumbermen's Association of Chicago, and it has come upon him to largely represent his company in its alliance with the Hardwood Manufacturers' Association of the United States. He is a member of the executive board of this latter named organization, and is thus closely identified with a group of a score or more of the largest hardwood timber owners and lumber producers in the United States, who have the handling of the affairs of this association. It goes without saying that Mr. Lang has the confidence of his brother executives and takes an important part in all their councils.

Accompanying this brief sketch is a supplement portrait of Mr. Lang. This appears in HARDWOOD RECORD at an opportune time, he having been unanimously selected as the first president of the new and already great Lumbermen's Club of Chicago, which starts off with a membership of about five hundred lumbermen. When this club was organized, three months ago, Mr. Lang's name was not even suggested as a presidential possibility, but the moment it was mentioned it seemed to be universally understood that he was the right man for the place and he was enthusiastically made the club's first executive. Undeniably his popularity has come about not only through his suavity and kindliness, but because of his reputation for keen and accurate judgment pertaining to all lumber affairs, and to his strict integrity as well. The lumbermen of Chicago have certainly made no mistake in placing Mr. Lang at the head of their new social organization.

Mr. Lang is married and lives in Edgewater on Sheridan road. His only fad, if that may be considered one, is golf, and he finds much delight in the out-of-doors exercise and experience that it gives. During the open season he can be found at least a few hours each week on the links. He is a member of all of the Masonic bodies.

It is with more than usual pleasure that HARDWOOD RECORD takes this opportunity of giving this brief and inadequate sketch of Edward A. Lang, as in it he can be characterized as one of the most competent lumber purchasing and sales managers in the country, and perhaps the best man in Chicago to head the new Lumbermen's Club.

Coming Meeting of Wisconsin Manufacturers

Secretary R. S. Kellogg, of the Northern Hemlock and Hardwood Manufacturers' Association, has announced the quarterly meeting of that association which will be held at the Hotel Pfister, Milwaukee, at ten a. m. on April 17. Members should be especially interested in an address by a member of the Wisconsin Industrial Commission, who will discuss proposed state rules for factory safeguards, illustrating with photographs such devices as are recommended for use. There will also be reports on dry stocks on hand April 1; log cut during the winter; market conditions; mill and yard insurance and lumber advertising.

Spring Meeting Michigan Manufacturers

Announcement is made that the spring meeting of the Michigan Hardwood Manufacturers' Association will be held at the Pontchartrain hotel, Detroit, Friday, April 10.

The principal subjects up for discussion at this meeting will be the present market conditions of hardwoods and hemlock; the outlook in hemlock bark; proposed changes in inspection and grading rules for hardwood lumber; forest fire protection measures; reports of various committees.

Exports and Imports for February

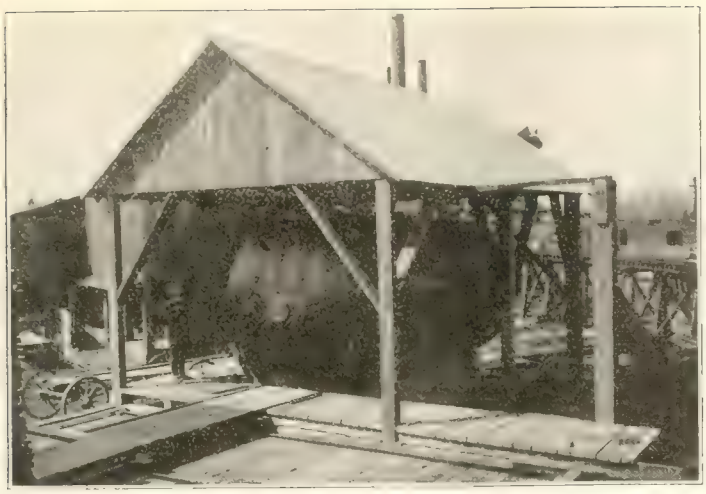
Manufactures exported in February, 1912, exceeded in value those of any previous February. The total value of exports during the month was $85,500,000, an increase of $10,000,000 during the year. The total value of all wood and their manufactures, however, decreased from $7,447,000 in February, 1911, to $6,700,000 February, 1912. There were considerable decreases in the exports of logs and round timbers, and of all kinds of hewn and sawed timber. The value of the first decreased during the year from $478,000 to $308,000, while the export value of timbers decreased from $1,039,000 to $808,000. The total export value of all lumber, including boards, planks, joists, scantling, deals, etc., in the various woods aggregated $3,243,000 in February, 1911, and $3,501,000 in February, 1912, which represents a healthy increase. There was a slight increase in the exports of furniture, which amounted in February, 1912, to $517,000.

The increased value of imports of wood and manufactures of wood during the year was rather slight, figures for February, 1911 and 1912, respectively, being $2,725,000 and $2,817,000. There was a noticeable decrease in the value of mahogany imports during the month, this item aggregating $222,000 February, 1912. There was also considerable increase in the importation of manufactured lumber, there being stock of this type valued at $501,000 brought into this country during February, 1912.

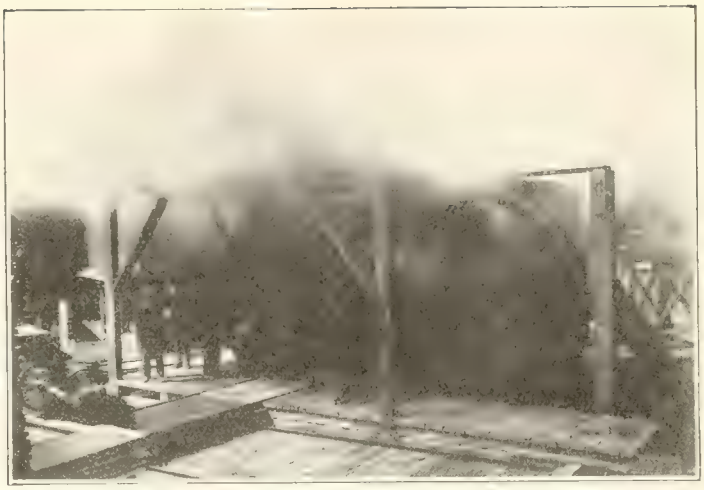


EDWARD A. LANG

CHICAGO, ILL.



THE PREPARATOR WITH ROLLER-BEARING DOOR CLOSED, CONTAINING LUMBER



THE DOOR THROWN OPEN READY TO DISCHARGE THE TRUCK OF LUMBER

Evolution in Lumber Seasoning

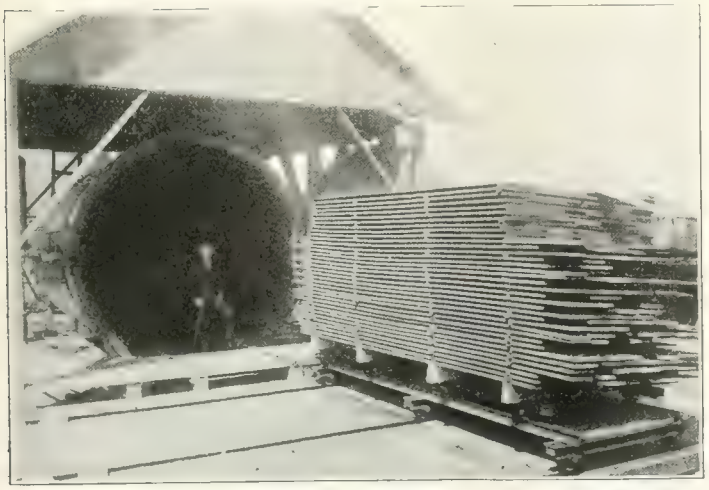
HARDWOOD RECORD has repeatedly given utterance to the statement, which has seemed revolutionary to some, that usually there was such an absolute deficiency in scientific methods of lumber handling from the tail of the mill to its eventual loading on cars as to constitute a shining example of commercial inefficiency. Since hardwood lumber operations became an important commercial pursuit, there has been no improvement looking to decreased cost, or the better preparation of lumber for the market than has been employed for centuries in the handling of soft woods, and in many instances the building wood producers have attained a higher efficiency than has ever been accomplished in hardwood operations.

Generally speaking, the handling of lumber from the tail of the mill to its eventual shipment has been a case of "main strength and awkwardness." The lumber has been roughly assorted at the mill; has been loaded on trucks or wagons; has been hauled to yard and piled, and often repiled; has been taken down out of the piles; regraded, the outs reinspected and placed on other piles, and eventually the lumber has been loaded on to cars many months after it was produced.

Hardwood lumber seasons slowly, and every day added to the seasoning process develops more defects. Not infrequently there is fifty per cent degrade from green hardwood lumber before it is finally shipped dry, and much of this degrade comes from defects developed in the old-fashioned seasoning process. Efforts to eliminate this tremendous loss have been a subject of serious consideration by many astute lumbermen for years, but say what you please, but little has been accomplished up to this time.

In issue of HARDWOOD RECORD of August 10, 1910, was described a process of steaming lumber under a moderate steam pressure, by means of which it could be put in the best possible shape for prompt seasoning in the air, or for supplemental kiln-drying in the event the eventual users deemed it necessary. This article on the Kraetzer process attracted so much attention, and so numerous were the inquiries for the story that it was necessary to reprint it in a later number of the publication. In this article it was asserted that to attain a common sense view of the subject involved, a demonstration of what had to be accomplished to prepare lumber for prompt seasoning was necessary. It was stated that primarily, it must be recalled that the moisture in green lumber amounts to from twenty-five to sixty per cent of its total weight; green wood containing varying percentages of different substances—water, albumen, tannic acid, sugar, starch, resin or other matter; and that the remaining portion of a material—the only portion of commercial value—is the wood fiber or cellulose.

It has been a well-established fact for years that water soaking, steaming under pressure, or even superficial steaming of lumber, in no wise impair its strength or any other valuable qualities,



A TRUCK LOAD OF LUMBER ON THE TRANSFER TRUCK AFTER STEAMING



GENERAL PLAN OF TRANSFER TRACKS EMPLOYED BY RUSSE & BURGESS, INC., MEMPHIS



TWO TRUCK LOADS OF LUMBER READY FOR STEAMING—QUARTER INCH QUARTER-SAWED WHITE OAK, AND THREE AND FOUR-INCH QUARTER-SAWED WHITE OAK



TRUCK LOADS OF THREE-EIGHTHS INCH GUM BLOWN OUT IN FIVE DAYS AFTER STEAMING READY FOR SHIPMENT. THIS LUMBER HAS SINCE BEEN LOADED FOR EXPORT

but contribute to its drying more promptly and in better condition than if it had not been thus treated. These various methods of steaming or water soaking lumber have been practiced by a good many people and in an indifferent, expensive and haphazard way for many years, but it has remained for the manufacturers of the Kraetzer preparator equipment to render possible the steaming of lumber under pressure in a scientific and accurate way by giving wood of various kinds and thicknesses just the proper amount of steam pressure and time to put it in the best possible shape for prompt seasoning, without multiplication of the defects that the lumber may or may not have contained.

The concern which has most recently tried out this steaming of lumber under pressure with the Kraetzer equipment, and under the direction of the company, is Russe & Burgess, Inc., Memphis, Tenn., which installed the apparatus about a month ago.

The pictures accompanying this article were made at this installation. The house named has taken a great deal of pains to handle the steaming of gum, oak and other woods with great accuracy, and certainly the results attained, according to the observation of the writer, would indicate that this house has mastered all the serious problems involved in the seasoning of refractory southern woods in a most satisfactory manner, although a full demonstration of the results on three and four inch oak can not be accurately determined until additional time elapses. Certain it is, however, they have succeeded in drying gum three-fourths of an inch and less in thickness in such a satisfactory manner in the open, after this steaming treatment, as to be able to load for export shipping dry stock in from six to ten days from the saw. This lumber went into the cars absolutely unwarped, unchecked, and just as straight as it came from the mill. Its color was uniform, and it is certain that there is no apprehension concerning the possibility of staining in transit.

The opportunity possessed by Russe & Burgess, Inc., by a complete demonstration of the efficacy of this system of steaming lumber under pressure and blowing it out in the open, is most excellent, as they handle chiefly types of wood that previously have been very difficult to season promptly without the development of a good many defects incident to the long time and rehandling required. Beyond this they have installed a system of transfer and storage tracks for lumber piled directly from the mill to trucks that will surely cut the cost of handling lumber in half, and perhaps effect a still greater economy.

When fully carried out in logical development, this system of lumber handling from the transfer chains to railroad cars will involve the loading of the lumber almost directly from the assorting chains to the steaming trucks in units of about five thousand feet; the moving of the lumber over a transfer table to the preparator; steaming it under pressure from five to twenty minutes, according to kind and thickness; shoving the load out on transfer tracks to storage tracks; and permitting it to blow out until in good shipping condition. An acre of ground equipped with storage trackage will accommodate about 750,000 feet of lumber, so it will be seen that it does not take a very large acreage to carry all the stock necessary for even a mill of substantial capacity until the stock is dry enough to either load on to cars or to transfer into dead pile in storage sheds.

It has been found that the steaming of lumber under moderate pressure results in the ejection of much liquid or semi-liquid matter during the process, and tests have shown that inch quarter-sawed white oak has been reduced in weight by steaming and air drying 1,500 pounds in forty-five days; red oak nearly 2,000 pounds in forty-five days; gum more than 2,500 pounds in forty-five days; poplar about 1,750 pounds in forty-five days, and cypress about 1,500 pounds in forty-five days. Of course, this reduction in weight will vary somewhat according to the character of the drying conditions prevalent, but the initial ejection of moisture by the steaming process is accomplished regardless of out-of-door atmospheric conditions.

This steaming of lumber under pressure has been found more efficacious immediately after the lumber is sawed than when it has been partially dried, although one important user of the equipment puts his partly dried lumber through the steaming cylinder.

Lumber yard cost as ordinarily practiced varies with localities and the character of the labor, but few are able to put lumber in pile and take it down again with the incidental rehandling of "outs," at less than one dollar a thousand feet. In many instances the cost runs much higher than this. Lumber handled by the Kraetzer system can be piled on the steaming trucks, steamed, transferred and loaded onto cars or in shed, at an average cost of fifty cents a thousand. This, however, is but one of the smallest items involved in the economy of handling lumber in this way.

Assume, if you please, a mill cutting hardwoods which has an output of 40,000 feet daily of No. 1 common and better lumber, or a total annual cut of ten million feet of No. 1 common and better. It further may be assumed that this stock is carried on sticks only four months, and has an average value of twenty-five dollars per thousand, and represents a permanent investment of one hundred thousand dollars in yard stock. It is contended that this time of holding the stock until it is in shipping condition can be reduced to an average time of thirty days by the new process, but for argument sake, if it be reduced but one-half or two months, it will effect an economy in investment on the output noted above of fifty thousand dollars. The yearly saving on a fifty thousand dollar investment at six per cent is three thousand dollars. The saving of insurance based on a two per cent rate is a thousand dollars more. From the fact that steamed lumber will dry out to less weight than unsteamed lumber, it is estimated that there is an economy in this feature of fifty cents a thousand or twenty-five thousand dollars per annum in average freights.

While these figures look astounding, from the evidence at hand it is fair to presume that the economy here recounted is not the most substantial one to be gained by the use of this system. If the belief of those who have put in the apparatus is warranted, that it absolutely prevents sap staining; materially improves the quality of the product; practically eliminates degrade by reason of seasoning defects; evens up the color of the wood, including

the sap, notably in oak; dries the lumber straight and flat; avoids checks and minimizes end splits; and absolutely precludes the possibility of borers working in the wood after it is sawed, the use of the process means a revolution in efficiency and lowering of cost in lumber production.

Lumber manufacturers who are carefully analyzing this new departure in lumber handling figure an economy of from three to four dollars a thousand, and as remarkable as it may seem, their analysis and deductions are thoroughly believable.

This preparator or steaming cylinder is 10'6" in interior diameter and 17' long, weighs 24,000 pounds, and will easily handle 70,000 feet of lumber in ten hours; and of course, can be operated at night if occasion demands increased capacity. The initial cost of the equipment as at present placed upon it by the manufacturers is five thousand dollars F. O. B. cars Chicago. The expense of installation, and that of transfer and storage tracks depends on conditions and the length of transfer and storage room tracks necessary to handle the lumber.

The claims of The Kraetzer Company, 537 South Dearborn street, Chicago, manufacturer of the equipment, are as follows:

The patented apparatus known as the Kraetzer preparator makes commercially practical the well-known principle that the steaming of lumber under pressure accomplishes certain very desirable results, while water soaking or surface steaming of lumber without pressure is a superficial and inadequate process, as it does not effectively penetrate to the center of the board.

Steaming green or air-dried lumber under pressure accomplishes the following results.

FIRST: It renders the lumber treated susceptible of being thoroughly air-dried in the open in less than one-half the time ordinarily required.

SECOND: It absolutely prevents staining, case hardening, checking and end-splitting.

THIRD: It renders the color of the lumber more uniform; in quarter-sawed stock, it enhances the beauty of the flake; and its working qualities are greatly improved.

FOURTH: Lumber that is delivered to the preparator straight will come out straight, and crooked lumber will straighten.

FIFTH: Lumber thus treated will dry out to less weight than unsteamed lumber.

SIXTH: The tendency to shrink is minimized. Experiments have demonstrated that by the use of this process the shrinkage of lumber during drying is reduced more than one-half, and on some woods is nominal.

SEVENTH: In lumber thus treated, and afterwards kiln-dried the tendency to swell is minimized, and there is practically no raising of the grain when exposed to dampness, or when water stains are used in finishing.

EIGHTH: Users of this apparatus are enabled to do the same volume of business on half, or less, stock than is ordinarily carried, on account of speedier drying.

NINTH: The apparatus is no experiment as it has been in practical and successful operation for the past six years.

From all evidence presented to HARDWOOD RECORD, the editor of which has carefully watched and analyzed the steaming of lumber, both with and without pressure for the last twenty years, it would indicate that the use of this equipment and process marks an evolution in lumber seasoning and spells more in efficiency and lowering of cost in lumber production than has been accomplished since the advent of a modern band mill.



The Handle Trade



TRADE CONDITIONS WITH THE BROOM HANDLE MANUFACTURERS

The past winter has been one of the best seasons on record for handle manufacturers. The rush season opened in the fall and kept all the handle factories running full time up to a few weeks ago. The grocers in the country districts had so much trouble with frozen pumps and water pipes that they simply would not look at a broom salesman, as long as they had any brooms left in stock. This of course left the broom men without any stock going out, and as very few of them carry any stock, they soon had to close up or run short time, and this in turn affected their orders to the handle men. However this condition in trade is over now and the broom factories are running full time and are taking all the handles that are being made. Prices have been held to a good average all season and the prospects are that there will be an increase in the fall of from one to two dollars per thousand on all grades. It is expected that the increase will be more general than it was during the past season, as more of the manufacturers see now that they can get better prices if they are insistent. Prices published in some cities are very misleading to the trade, as they are simply prices that the jobbers in these cities are offering to the handle manufacturers. The truth is that they are able to buy but very few handles at these prices, as they are several dollars below the market.

There seems to be plenty of good maple in the country and it can be bought at prices that will bring a careful and experienced handle man a fair profit on his investment, provided that he will stand up for the market prices.

How many broom handle men get any benefits from their shavings? I venture to say that there are not very many that do, except as fuel. Now, there is a market for shavings and a good one, too; one that will enable the handle manufacturer to buy coal for fuel and sell the shavings. We have for years burned up our waste this way in order to get rid of it, but this winter we commenced to bale up the clean shavings as they came from the machines and find that they bring us a big profit. They are used for bedding instead of straw, which this year was very scarce and high-priced. Baled shavings are worth about $8.00 per ton and a broom handle lathe will make about one ton a day. These can be baled at a cost of about $1.00 per ton. The price of fuel coal differs in different localities, but in most places it will pay to use it and sell the shavings. The argument will very likely be advanced that if straw is plentiful this season the sales of shavings will fail. The dairy barns, however, after using them once will not go back to straw at any price. I would not publish this if we had any trouble in selling our output. Then again the shavings cannot be shipped much over a hundred miles from the factory owing to the high freight cost. The buyer will not object to paying freight for this distance, but when it becomes much greater, the charge will be too great.

A salesman for a supply house asked us recently if we could not make them file handles and chisel handles of different styles. We make only broom handles, yet we have a machine for making small handles of different kinds and had the equipment for making the kind he asked for. Also, we are in a section where there is no factory making hickory handles, and our millmen have offered us hickory at a very low figure. However, when we looked up the prices that this supply house was selling those styles of handles for, we decided that we did not want the business. We endeavor to make a little profit on everything that we make, but the prices that the handles retail at is less than we would care to manufacture them for. It may be that some of the hickory handle men are able to get their timber free and pay less for labor than we do, but I doubt it. I think that the same trouble we have in getting prices on small maple turnings, owing to manufacturers figuring that the stock doesn't cost them anything, and that what they get out of it is clear profit, applies to the hickory trade also. There is no reason why the jobber should be the only one to make a profit out of these small turnings. The price that the public pays for them is enough to make a good profit for all concerned in making and selling them, and the manufacturer should certainly get his share first. H. B. A.



A VIEW IN THE CLUB PARLOR.



SECTION OF THE MAIN DINING ROOM.

Opening Chicago Lumbermen's Club

The Lumbermen's Club of Chicago has become a fact. If there ever was a logical excuse for the existence of a social club in an important industry, it finds manifestation in this new organization. In this, the greatest center of the lumber business in the world, previously there has been little community of spirit, a manifest lack of acquaintance among people allied with the industry, and altogether too much spirit of "every man for himself and the devil take the hindmost."

The opening of the club occurred on Saturday night last, and was by far the pleasantest function ever held by the lumber fraternity of Chicago. The affair brought out about two hundred and fifty members and their friends.

A buffet luncheon was served and every one made himself thoroughly at home in the new quarters. A short business session was held early in the evening, during which slight amendments were made in the constitution and by-laws.

The officers of the Lumbermen's Club of Chicago are:

E. A. Lang, president, whose portrait appears in supplement form in this issue, accompanied by a brief biographical sketch; first vice-president, G. J. Pope; treasurer, R. H. Gillespie; secretary, E. H. Klann, whose pictures accompany this article.

The history of the club can be best told by quoting an abstract from the brief address made by President Lang:

The club had its inception at a meeting held January 2, 1912, of a committee called together by E. E. Skeele, who had been appointed chairman by the Lumbermen's Association of Chicago. At that meeting blank subscription lists were distributed among the members of the committee, it being the sense of the meeting that if the names of one hundred and fifty signers as resident members could be secured, the organization of the club was assured.

A charter dated February 14 has been received from the secretary of state and is now on file with the secretary of the club.

The standing committees appointed for the ensuing year are:

HOUSE COMMITTEE: E. E. Skeele, S. C. Bennett, F. J. Pike, A. H. Ruth, Jno. McDonnell.

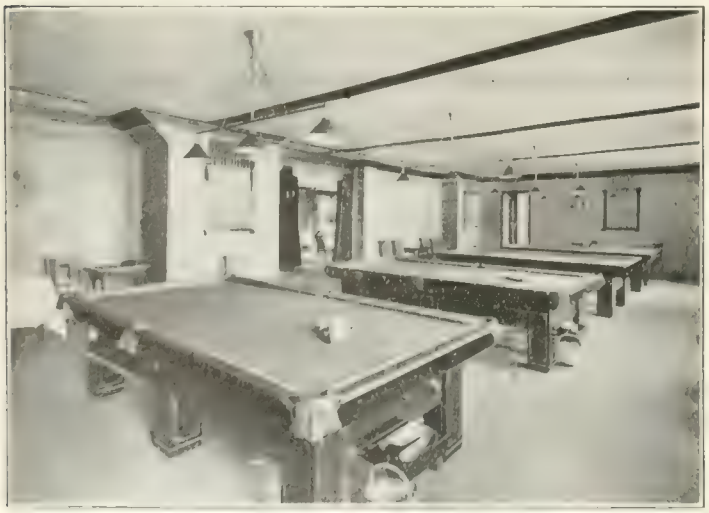
ENTERTAINMENT COMMITTEE: E. L. Thornton, O. O. Agler, F. B. McMullen, Wm. Eager, Jas. Trainer, Geo. T. Mickle, Robt. Sullivan, E. Harvey Wilce, F. Klapproth, Mark Porter.

MEMBERSHIP COMMITTEE—E. A. Thornton, Geo. B. Osgood, Lewis E. Starr, L. W. Crow, Chas. Westcott.

FINANCE COMMITTEE: Jno. Clancy, F. R. Gadd, Elmer H. Adams, R. H. Gillespie.

LIBRARY COMMITTEE: H. S. Hayden, Henry H. Gibson, Lucius E. Fuller, B. F. Masters, J. A. Braun.

Of the applicants so far elected to membership 219 resident and 130 non-resident, total 349, have qualified by payment of dues, leaving 67 resident and 37 non-resident yet to be heard from.



SPLENDIDLY EQUIPPED BILLIARD ROOM.



VIEW IN ONE OF THE CARD ROOMS.



G. J. POPE, FIRST VICE-PRESIDENT



R. H. GILLESPIE, TREASURER



E. H. KLANN SECRETARY

I believe I am correct in the statement that we have in this club the largest social organization of lumbermen in the world and this, in only a few days over three months from the date of its birth,—a good sized infant for its age.

This initial success seems to demonstrate that in "The Lumbermen's Club of Chicago" with its object, the promotion of friendly and social relations among its members, a long felt want of the lumber trade of Chicago and its allied interests, has been realized.

Thanks to the excellent arrangements of the entertainment committee and a wealth of local talent of the highest order, the entertainment feature of the evening was of unusual merit. The committee provided for a professional pianist, who filled in the vacant moments with a high-class performance. He also acted as accompanist to those three premier entertainers of the club, Wm. Eager, L. E. Rollo and R. D. Sullivan.

Mr. Eager, whose office is in the Fisher building, was the first performer, and it certainly seems that he need have no concern over the ups and downs of the chestnut market, as his natural abilities would certainly qualify him for a professional stage career. Somebody remarked that "just to look at Bill makes you laugh," and that is certainly the case. His specialty is comic songs, either original or so nearly so that no one else knows them. He rendered one parody on a popular song, in which he gave little digs at certain personages and conditions in the lumber trade. Mr. Eager was encored several times.

R. D. Sullivan of the Kimball-Sullivan Lumber Company, Old Colony building, has a sweet tenor voice which always pleases. He sang a number of songs of a more or less sentimental nature; but then it has to be considered that Bob, as one of the entertainment committee, necessarily had to see that all the guests were not in want of liquid refreshment.

L. E. Rollo of the Chicago & Riverdale Lumber Company has a strong tenor voice, and very pleasingly rendered several selections. Mr. Rollo's voice is well adapted to leading a general chorus, which he was called upon to do more than once during the course of the evening. One of the features of the entertainment was his rendition of "Lou Rollo's Doxology," which has to do with the treatment of the remains of the deceased lumberman. Doubtless the majority of the trade are familiar with the refrain.

Burdis Anderson, secretary and treasurer of HARDWOOD RECORD, who possesses a baritone voice of unusual quality, entertained the members with several songs. Mr. Anderson's performance was of unusual artistic merit in amateur circles.

The most pleasing performances of the evening, from an artistic point of view, were the violin solos by Harry Gilman of the Pulaski Lumber Company. Mr. Gilman was accompanied by his wife on the piano, and the two showed remarkable skill. They were encored a number of times and are not only to be congratulated upon their ability, but should be earnestly thanked for giving those present an opportunity to listen to such an excellent performance.

As a special feature, the entertainment committee had arranged as the formal opening of the new billiard and pool room, an exhibition billiard match between two crack local amateurs, C. L. Jackson and B. N. Collins. The match was well contested, and was won by Mr. Collins, who made an average of 12½ and a high run of 54. The match was heartily enjoyed by those who had an opportunity to witness it.

The club rooms are located on the twelfth or top floor of the fireproof Great Northern Hotel building, on the corner of Dearborn street and Jackson boulevard. The rooms are furnished in a most attractive manner, as the pictures carried in connection with this article will amply demonstrate.

A large buffet kitchen and serving room open directly into the dining room. The rooms are splendidly lighted, having street exposure to both the west and south, and the dining room is almost equally as well lighted from the spacious court on the north. It is fully expected that lunch time will see gathered here practically all of the downtown lumbermen, a goodly number from the outlying districts, and out-of-town visitors. It is planned that the rooms will be open for the entertainment of ladies from four to eight o'clock each day.

The club starts out in a splendid financial condition, being entirely out of debt, and with an actual cash balance of about three thousand dollars in the hands of the treasurer.

A Kink in Sawmill Practice

Even a good many veteran sawmill men have never caught on to the scheme of delivering logs in the right way to the log deck. Logs should be delivered so that the top or small end of the log first reaches the saw, so that both the sawyer and edgerman can properly judge the slab and edge trimming, and not make unnecessary waste in manufacture. Thin slabbing has become a necessity in money-making in hardwood production, and many hardwood men are still notoriously wasteful in slabbing too heavily.

Evolution

As a result of evolution, the hardwood industry has reached that stage where money can not be made out of it by trusting to luck. Today hardwood lumber must be economically and carefully manufactured, scientifically graded, and intelligently sold. Increased efficiency in every department of the business is a necessity to attain the best results. Undeniably the time has come when competition is marked as between different grades of quality rather than between varying degrees of low prices.

There never was a time in lumber history when intelligent skill, high efficiency and hard work were more demanded than they are at present.



RECENT WRECK OF THE TWENTIETH CENTURY STEEL TRAIN NEAR POUGHKEEPSIE, N. Y.

The Wood Substitute Game

THE STEEL CAR SITUATION

The campaign that has been waged in HARDWOOD RECORD during the past seven months against the frailty, weaknesses, extravagance and generally unsatisfactory character of steel passenger and sleeping cars is now bearing such fruit as to warrant the assumption that there will be few, if any, additional all-steel cars built and put into commission. The immense new supplemental plant of the Pullman Car Company, built exclusively for the manufacture of steel cars at Pullman, Ill., on authoritative evidence, is being transformed into a wooden car plant, and already many acres of contiguous ground are piled with yellow pine and hardwood car materials. Pullman officials do not like to be quoted, and hence anything like a concrete statement covering the specific plans in the construction department of this company is not available, but it is commonly reported that few if any of the officers of the company responsible for car construction have at any time been favorably inclined to the production of all-steel passenger and sleeping car equipment.

It is currently reported and thoroughly believable that the Pull man Car Company, owing to the purchase of the majority of its stock by steel interests, was forced into the experiment of steel car construction, and it is only of recent date that the appalling and constantly recurring accidents that have befallen steel trains have made it possible to loosen the tentacles of the steel trust on this important industry, and permit the competent car builders of the company to return to the construction of cars that are only in a slight way modified from the character of those built previous to the inauguration of the steel car craze. These cars will be made essentially of wood, the underframes of which will be reinforced with steel, and may contain considerable steel frame work. No metal will be in evidence either on the outside or inside of the cars.

HARDWOOD RECORD has waged this campaign against all-steel cars, not primarily because the wood car involved an added consumption of lumber, but because it believed that the lives of passengers were placed in extreme jeopardy by riding in this type of vehicle. The reasons for this deduction have been fully explained in the series of articles that have been carried in the publication since last September, and consequently the publishers feel highly elated in the winning of a fight that it has waged practically single-handed against this type of car, although it wishes to thank many broad-minded members of the editorial fraternity in materially assisting it in reproducing the facts covering the frailties of steel cars.

The basic trouble of the steel car is its inability to keep on the rails, and the public has now generally awakened to the fact that it is preferable to ride in coaches and sleeping cars which have a reasonable certainty of staying on the track.

The only points on which advocates of the steel car today contend that it is superior to the former type are that in derailment the fatalities are alleged to have been less than in corresponding accidents to wooden cars, and that no passengers in steel car trains have suffered by reason of fire.

The New York Commercial comments on the subject in an editorial in its issue of March 15 as follows: "Having demonstrated the superior strength and safety of the steel passenger car by experiments involving the derailment and wreck of a dozen fast trains in the past few months, the railroads might take it for granted that the public understands and appreciates its superiority, and should turn its attention to keeping these cars on the track."

The New York Sun in referring to a recent steel car wreck says: "The passengers inside these impregnable steel boxes were tossed about like grains of corn in a popper," but insists that if these cars are going to be employed, many roadbeds will need attention, and many pieces of track will have to be replaced with heavier rails.

The Mankato (Minn.) Press, March 21, in referring to the investigation of the Interstate Commerce Commission concerning the Twentieth Century wreck, pictured in connection with this article, says that the public wants to know if the magnificent steel cars are not being built too heavy for the present weight of rail.

The Minneapolis Tribune of March 18 says: "Every day brings its report of a terrifying railroad accident. The resisting power of steel cars reduces the mortality, but the list of injured is appalling, and the harm done to the health of the country by the nerve-racking shocks is incalculable. In this case, as in the case of quick or slow murder by greed in industry, the dead are sometimes happier. Continued comparative search does not reveal a common cause, like rail trouble, over-congestion, excessive economy in use of men or decay of equipment. The discovered causes are as various as the effect is deplorably monotonous. The only approach to a common denominator is a predominating weight of evidence that the equipment has outrun

the resistance of roadbed in weight and power. This is not encouraging, because roadbed is the most expensive thing to strengthen or expand, and most of the railroads are hard up now.''

The steel trust is in a serious dilemma. It has ''hogged'' the steel rail business by driving the independent maker out of the market, and then thought to turn a second trick by building railroad equipment entirely of steel through a control of the leading car companies, as well as by dominating the finances of the chief trunk lines. A few chief independent railroads have refused to buy or haul steel cars in the belief that they could not do so with safety to the traveling public, or to their rails. Other railroads, which have been large borrowers from the Morgan interests, have faithfully attempted to carry out the behest of the steel trust in the employment of steel cars, with the result that this heavy equipment has demoralized their tracks to such an extent as to make rail replacement absolutely imperative. Beyond this, the steel trust is in trouble with a large number of railroads purchasing its rails, from the fact that rail breakage has been marvelously prevalent for months past, and the trust is accused of delivering inferior rails. The explanation, however, is that while rails probably are as good as they ever have been, there is not strength and character enough even in the heavier weights to take care of the tremendous extra strain incident to the movement of steel cars over their tracks at high speed. The factor of safety has been eliminated and the situation is resolved down to rebuilding the roadbeds and employing rails of extraordinary weight and character of material and rolling mill practices, abandoning the steel car equipment, or reducing the speed of passenger trains to the old standard of twenty-five to thirty miles an hour. It now looks as though the steel trust has given up the fight in forcing steel passenger and sleeping cars onto the railroads and the public.

THE STEEL FREIGHT CAR

The lessons which have been brought up by the steel car passenger equipment failure is also awakening renewed interest among railroad authorities in steel freight cars. The steel freight car is still in an experimental stage, and it has been the most costly freight equipment ever undertaken, bills for repairs for steel freight car equipment being simply appalling. Many authorities believe there will be a renaissance in freight car equipment in the future made up very largely of wood. Resiliancy is just as essential in car equipment as it is in the ties underneath the rails, and there is no material by means of which this desideratum can be attained, save by the use of wood.

Wood surely is coming back into its own for railroad car construction.

WOOD RESTORED TO FAVOR

The Wood-Worker has a pertinent editorial on the subject of restoration of wood to favor, which is quoted herewith:

The substitution of other materials for wood in structural and even in factory and cabinet work has progressed so far with practically no concerted effort either to study or to advertise the desirable qualities of wood. Now, however, the country seems to be waking up and beginning to investigate this subject.

There are really more desirable qualities about wood than undesirable ones. There is a striking instance in the case of the railway tie, illustrating a certain property of wood that escaped attention until time told the tale. Steel, concrete and various other substitutes were offered and put into use, being heralded as the great thing of the future. But it was found that these things were lacking in certain cushioning qualities possessed by wood, consequently they were not as good in actual service as the wooden tie.

There has been a number of experiences in connection with metal spokes and tubular parts of wagons and vehicles made of metal instead of wood. The claim of greater strength and wearing qualities was accepted without question, because people are impressed with the idea that steel and other metal has wood backed clear off the platform when it comes to these qualities. Yet actual service has taught manufacturers a few things. It has taught them for one thing that metal will not stand shocks as wood will, and when once kinked or battered its strength is seriously impaired and cannot be restored.

When it comes to cabinet work and interior finish, there are so many desirable qualities about wood that there is no danger of any other material replacing it in anything like a general way, so long as there is wood enough to supply the need. Indeed, it is a safe prediction that a hundred years from now there will be more wood used comparatively, for interior trim and cabinet work than there is today.

For one thing, there is no comparison in the beauty between the natural color tone and finish of wood and the cold imitations of it in metal and concrete.



Tales of the Trade



THERE'S A REASON

''Bolling Arthur Johnson is getting fat again,'' observed the feed emporium man of the Heisen building.

''That may be,'' said a lumberman, ''for it's a well known fact that he is looking Fuller in the face every day.''

GETTING EDUCATED ON FISH

Several years ago Tom Powe of the Thomas E. Powe Lumber Company of St. Louis was visiting the trade in Minneapolis, and upon being invited by a friend to fish in one of the beautiful lakes within the borders of that city, caught a ''bull head.'' He became reminiscent and told a story of a trip that he had taken several years ago into New England and being at that time invited to go fishing, it was the general wish of all the party that he should catch a ''bull pout'' as he had never seen one and they were considered quite a delicacy in that vicinity.

Tom states that he soon had a bite, and every one stood breathless while he pulled in the ''pout.''

''As it came over the side of the boat,'' he said, ''every one exclaimed with great glee at my having caught the prize, and, do you know, it was nothing but an ordinary derned old blue-bellied ''catfish,'' and any time that they spring a new fish on me now, they have to show me a picture of it beforehand.''

PLAYING A MAN'S OWN GAME

George Bailey of the pioneer Minneapolis hardwood concern, William C. Bailey, relates the following anecdote with a great deal of relish:

Some time ago E. H. Broughton of the Fullerton-Krueger Lumber Company of Minneapolis was in Mr. Bailey's office when another hardwood man of the same city happened in. He was informed that Mr. Broughton was willing to bet a quarter that he, the newcomer, could not stand flat-footed and jump on top of the safe. Thinking some scheme was afoot he declined but accepted Mr. Broughton's offer on condition that the jumping be done in the yard. Accordingly all parties proceeded outside and a string was stretched, over which Mr. Broughton jumped until he had reached his limit. The other lumberman then proceeded to clear the string placed two inches higher than his competitor's mark, after which the latter was informed that the victor had for two years held the record for ''high jump'' at the Nashville Y. M. C. A. gymnasium.

Mr. Bailey states that the cream of the joke lay in the fact that the winner in the jumping contest was in his office a short time after and invited him out for a game of pool. After a couple of games had been played it was noticed that Mr. Bailey handled his cue with his left hand, which he continued to do until about five games had been played, after which he changed hands and played a much better game than before.

After ''George'' had won nine games, he casually informed his competitor that he always played with his right hand but did not think it was necessary in this case.

The loser in this case decided that you are safe enough when

the other fellow plays your game, but not so "derned" safe when you play his.

A STORY ABOUT "BART"

An acquaintance recalls an incident in the life of Earl Bartholomew, with John B. Ransom & Co., which proves that his resourcefulness existed even at an early age.

About twenty years ago, Mr. Bartholomew and several others were snow-bound in the home of a friend at Nashville, Tenn., for several days and one of the pastimes taken up was the telling of impromptu stories, it being the aim of each story-teller to leave the hero or heroine in as bad a position, to be taken up by the next "teller," as possible. In one of the stories the preceding narrator left the hero in the infernal regions condemned to swallow a ladle full of hot lead, and he was then turned over to Earl for rescue. The latter in the twinkling of an eye changed the "dope" to ice cream and triumphantly brought the hero back to the world in an elevator operated by a slot machine, though he had to get out several times on the way up and drop in a few extra coins.

Any man that can do this can certainly give points to salesmen on "the cost of selling lumber" or any other old thing.

STICK-TO-IT-IVENESS

Paul M. Youngblood, assistant sales manager of the Payson-Smith Lumber Company of Minneapolis tells a story on his brother, T. E. Youngblood, manager of the St. Louis office of the same company. A number of years ago he and Tom were squirrel hunting in Missouri; Tom shot a squirrel which lodged in a fork of a high tree and, despite all his efforts, he was unable to dislodge it.

Paul and another companion gave up and continued to hunt in other quarters, but Tom had it in his system to get that squirrel, and he spent the balance of the day trying to do so.

Paul states that when they returned at sundown the squirrel was still in the crotch but both the tree and Tom's shins had been denuded of bark.

Tom states at the present time that when he goes after a customer he hangs on to him in the same way, but, though he did not get the squirred, he usually gets the order, and consequently his customers are advised to throw up their hands when he makes the first shot, as it will save time.

SUSPICIOUS OF FRENCH MENU TERMS

Several years ago when the Northwestern Hardwood Lumber Association was holding its annual banquet in St. Paul, W. C. Stanton of that city who, by the way, is a great church and Sunday school worker, was on the entertainment committee. Through some inexplicable error, wine was served, which was considered a fairly good joke on "Brother Stanton." The next year he was still on the committee, and when the proof of the menu was shown to him, he discovered at the bottom of the card the word "demi tasse," and in dismay 'phoned the caterer asking why his positive instructions had been disregarded, as it seemed that a liquor was to be served.

The effect of this coffee joke was more lasting than that of the booze, at least Mr. Stanton so declares.

IS IT A CHESTNUT OR CHESTNUT?

A somewhat excited lumber shipper ran into the office of a fellow-sufferer in Buffalo and inquired if anyone could tell him what to do with a car of chestnut he had on track. He had had it weighed at two different points in transit and it was shown to be about twice as heavy as chestnut lumber is reputed to be.

"Go and sell the stuff for oak," said one of his hearers. "The fellow who sold it to you was asleep when he loaded the car. If anyone kicks about it you can say that it is no chestnut."

BIG GAME IN THE ADIRONDACKS

Some of the good-looking men, who do duty as the Buffalo office force of the Emporium Lumber Company, took a trip to the new Adirondack sawmill of the company to post themselves on what the mill was doing and see how the new cut of logs was turning out. They found a lot of new lumber in the piles and then set out for the logging district, where a permanent house has been put up for the use of the camp. The log showing was all right and then the visitors went into natural history as a side issue.

There had been some warm weather lately and the wild beasts of the region, which have an easy time of it sleeping till the winter is over, had begun to open their eyes and come to the surface here and there. An overgrown and very fat hedgehog had made his appearance and at first climbed a tree to see what was doing. Then he dropped down to the snow, three feet deep, and began to wabble over it towards a log pile.

The men then plunged into the snow and tried to convince the beast that they were following him. Picture several lusty men wallowing about, up to their waists, and a porcupine leisurely walking on the top of the snow to a place of safety under the logs.

Why is it that the man with the camera is always off duty when he is wanted, just as the man with a gun always used to be?

LUMBER PHILOSOPHY

Lumber is a commodity which has more peculiarities than anything else produced by man. Lumber piles have a way of changing widths and lengths suddenly and mysteriously, for if you want stock all 10-inch and wider, 14 and 16 feet long, every pile is sure to contain 6 to 9-inch widths, 10 and 12 feet, while if by an almost unheard of chance you locate a customer who wants all narrow and short stock, the piles are very certain to contain all wide, long lumber.

* * *

It has been proven beyond doubt that a quantity of a certain class of stock may be a drug on the market for from three to five years, and finally in desperation a price is put on it that moves it. Invariably within a week letters come from all sections of the country inquiring for this very stock and it is quite probable that the average lumberman has shed more tears over this fact than for his sins.

* * *

Lumber seems to accumulate defects in transit, as many cars of stock are apparently free of knots and other defects when shipped, which when shown to the original shipper or inspector contain many defects that he is willing to swear were not there when the car was loaded.

* * *

Lumber will also dry out nicely in pile, but acquire greenness in the car. Witness, many cars of stock that are from half green to green when they arrive at destination, that were thoroughly dry when shipped.

* * *

Chestnut, poplar and oak, and possibly other woods, may be apparently as clear as a bell when in pile and be covered with piles of sawdust and show thoroughly worm-eaten when taken down, much to the surprise and disgust of the owner who, up to the present time, has found no way to obviate this loss.

* * *

We know of a manufacturer who used hickory dimension and, to prevent the ravages of insects, sprinkled it with kerosene oil, after which it proceeded to burn up. The only satisfaction the owner found was the cremation of the bugs.

* * *

In certain sections of the country the writer has known of all oak being piled together and the piles yielding either red or white oak when shipped out, according to the wants of the customer. This is rapidly becoming one of the lost arts, not owing, however, to the loss of magic power by the owner, but rather to the education of the buyer.

* * *

Hardwood lumber is limited to a comparatively small area, as not to exceed seventeen to eighteen states number it among their products, which shows that a handful of men, not over 20,000 at the most, should find it an easy matter to get together and regulate prices and output.

Wood Composite Flooring

Editor's Note

A brief article reprinted some months ago in Hardwood Record from the Daily Consular and Trade Reports, written by Robert P. Skinner, United States consul general at Hamburg, involving the manufacture and use in Germany of a flooring composed of sifted sawdust and chloride of magnesium, has attracted widespread attention among readers, and we have had numerous requests for further information on the subject. For the following valuable detailed report covering this material, we are indebted to Consul General Skinner.

From specimens of this material received at this office it would look as though there might be an important commercial pursuit built in the United States founded on the German method, and utilize to no inconsiderable extent a vast amount of forest and sawmill offal, including sawdust, that now has little commercial value.

Publication of the report from the Hamburg consulate general, dated June 20, 1911, entitled "Floorings of Sawdust and Magnesium Chloride," has given rise to innumerable inquiries from correspondents from various parts of the United States, all of whom express a desire for further details. It was stated in the original report that an extensive use was being made in Germany of a flooring composition consisting of a solution of chloride of magnesium to which pulverized magnesia is added together with considerable proportions of sawdust, and which being compounded with skill provided a relatively inexpensive and fairly fire-proof flooring material, especially useful in large office buildings and public halls. One inquirer now states that the art of laying these floorings in Germany is far ahead of the practice in America and he asks particularly for the method of coloring the material and of governing its expansion and contraction.

According to my information there should be neither expansion nor contraction of the material from any cause whatever after a flooring of magnesium chloride is once laid. The very ingredients are such that there is no buckling nor cracking due to heat or cold. In Hamburg the composition is mixed and spread where the building operations are being carried on, the prepared dry meal being delivered in bags from the factory and the lye water made on the spot. It is impossible to state the precise rule for the composition of the meal or for the lye solution, these being the manufacturers' secrets and each manufacturer claiming particular merits for his own formula. These formulae are not patented and there is no doubt that they are all substantially alike. Several manufacturers have expressed a willingness to sell their process, either for the whole of the United States or for restricted territory. One Hamburg firm sold their formula for a small place in southern Germany for $1,428.

The mixture of meal and lye water is made in a mortar box and when a thickness of not more than two inches is proposed, it is spread and smoothed with a hand trowel; when a thickness of four inches is requested, as is often the case, the material is tamped and then smoothed. The amount of lye water used in mixing the meal depends upon whether the flooring is to be simply spread or tamped; if spread the ordinary practice seems to be to use from four to six buckets of the lye water to one sack of meal, the sack apparently containing from fifty to sixty pounds.

These floorings were first utilized in large office buildings in Hamburg, and probably elsewhere, as a basic flooring for linoleum and also for the addition of artificial wood-marble flooring. These wood-marble floorings are substitutes for wood and the panels are polished like hardwood floors, that is to say, smoothed with steel shavings and given a coating of wax. When linoleum is applied it is glued to the magnesium chloride foundation with a linoleum cement which is said to be composed of copal-resin and putty. It may be remarked here that linoleum in Germany is never tacked to wood or artificial stone flooring, as is usual in the United States, but is invariably glued in place, an ordinary flour paste being used when it is applied to wooden floors. Linoleum thus laid is washed afterwards with soap-water and when dry is then given a coating of wax exactly like a hardwood floor. This treatment is the ordinary practice in the large office buildings in Germany, even in hallways where thousands of people pass in the course of a week.

The magnesium chloride flooring was first considered a particularly excellent foundation for linoleum and it is only in comparatively recent times that it has been found possible to color it and to lay it so attractively that no linoleum covering is necessary. It is laid tight against the sidewalls, making the entire floor waterproof. In bath rooms and around toilets it is brought to the edge of the porcelain and the joints are rounded upwards so that no crevices present themselves in which dust or dirt can collect, nor should there be any joint through which water might percolate.

The favor in which linoleum is held in this country is such that manufacturers of this new composition flooring have some difficulty in inducing buyers to put down this material, in solid or varied colors, in preference to a similar natural color foundation with linoleum covering, although the cost and wearing qualities of the former method are said to be much in its favor. Linoleum costs in Hamburg about eighty-six cents per square meter and the cheapest class of magnesium chloride foundation pavement costs forty-eight cents, making a total of $1.34 per square meter, against a cost of $1.19 per square meter for a colored wood-marble floor attractively finished. The new floorings may be obtained now in almost any color, or in mottled colors. When mottled colors are desired the different colored mixtures are prepared separately and tamped in together as the floor is laid. Special dyes are required for these operations and there are a number of manufacturers who produce them, the addresses of several being supplied below. In a general way from 7 to 10 kilos (15.4 to 22 pounds) of color are necessary to 220 pounds of mortar. The proportions increase or decrease accordingly as a light or strongly colored floor is desired. The colors themselves are of different prices. For example one manufacturer quotes red, blue, black and brown at $4.76 per 220 pounds; oxide green $53.55 and blue from $19.04 to $21.42 per 220 pounds. Another manufacturer quotes red dye, very much in demand, at an average price of $3.81 per 220 pounds. The prices again vary with the quantity ordered. The more delicate tints such as green and blue are more sensitive to light, particularly if exposed for a long time, than the quiet colors, such as black, red and brown. Red, especially, is a color greatly in favor and the many different shades are said to be absolutely unchangeable. Most of the manufacturers of these dyes also supply dyes for cement tiles, stucco, imitation marble, sand lime bricks and cement blocks.

One Hamburg manufacturer claims for his own composition that it is crack free under all circumstances, warm under foot, elastic and sound proof; preferable to linoleum, as linoleum curls at the edges after a time, breaks or wears away, also absorbing water and permitting it to leak through. This same manufacturer submits a certificate of examination from the Royal Board of Examiners of Material in the Technical High school in Berlin, the date of which is November 19, 1906, reporting as follows on the examination of samples of his material:

1—After the sample plates were soaked in water and had been exposed to frost twenty-five times at 15 degrees below zero C., the samples remained unharmed;

2—After the plates had been lying in water for eight days a very small proportion of water (9%) had been absorbed;

3—After the plates had been attached to a vessel containing water, after twenty-four hours NONE, after forty-eight hours 2 cu. cm. = 5%, after seventy-two hours 4 cu. cm. = 10% of moisture had been absorbed.

This manufacturer also claims that in this country his composition is cheaper than pine flooring, tiling or stone; that it may be used to cover old wornout wood and stone-plate floorings, staircases and the like, without the necessity of removing the old floors. Wherever a foundation is firm and dry it may be laid without any complicated preparations. Finally it may be cleaned with cold water and only very seldom should luke-warm soap-water be applied. After complete cleansing and being thoroughly

dried, the flooring should be rubbed with raw linseed oil or should be waxed.

Magnesium chloride, the chief ingredient of these compositions, is worth today in 50-ton lots, in casks of 880 pounds f. o. b. Hamburg, $11.50 per ton fused. If in lesser lots, say 25 tons, $12.00 per ton. Greek calcined and powdered magnesite, in barrels of 396 to 440 pounds, worth from $33.32 to $35.70 per 220 pounds f. o. b. Rotterdam. Raw magnesite, in casks, is worth $30.94 per 220 pounds f. o. b. Hamburg.

DEALERS IN FLOORING COMPOSITION
Held & Höppner, Burgerweide No. 10, Hamburg.
Aesculap Steinholzwerke, Friedensallee, Altona-Ottensen.
Mineralit Asbestzementwerke, Hamburg.
Gebr. Schleicher, Munich.
K. Muller, Luneburg.

MANUFACTURERS OF DYES FOR COMPOSITION FLOORING
Ortloff & Keilbar, Leipzig.
Gustav Schatte & Co., Dresden.
Farbewerke Wunsiedel G. m. b. H., Wunsiedel Bav.
J. G. Jahrens & Hoenig, Hamburg.
Schreyer & Klug, Langenhagen, b/Han.
S. H. Cohn, Canner Chaussee 44, Berlin, Neukoelln

EXPORTER OF MAGNESIUM CHLORIDE
Ellis Wilczynski, Bergstrasse 25, Hamburg.

Assorting Hardwoods To Widths

Say "dimension stock" to some lumbermen, and you will get a sensation similar to that experienced by the man who wears a red flannel shirt in the vicinity of a bull of pedigree and spirit. There are some wise hardwood manufacturers, who have been in the business long enough to have become pretty well acquainted with its peculiarities, who rise up on their hind feet and howl whenever the subject is mentioned.

"What's the use of installing resawing equipment and cutting stock to dimension," the typical member of this branch of the trade insists, "when the price you get out of it is no more than you would realize on the material in its original form, considering the labor involved—when buyers are refusing to recognize dimension stock as worth enough more than ordinary lumber to enable you to make a profit on the operation?

"On the other hand, users cannot or will not tell the man who is resawing what dimensions they want far enough ahead to enable him to work his material continuously. Thus he is never able to plan ahead, but must be a special order proposition. That kind of business doesn't appeal to me."

Without discussing this angle of the business, which has already been treated pretty fully in HARDWOOD RECORD, it may be of interest to remark that lumbermen are gradually getting into the dimension business, without going to the trouble of remanufacturing their lumber. They are doing it through the automatic process of piling according to widths.

It seems strange that this plan did not win more general acceptance long ago, in view of the efforts which have been made to get more for specialties in the hardwood field, and the general willingness on the part of buyers to pay more for unusual lengths—and especially wide stock. It should have followed as a matter of course that just as the user of 14-inch boards was willing to pay more for them, the man who wanted nothing except narrow stock would have been glad to confine his order to them, instead of buying everything the lumberman sent him, and then going to the trouble of cutting them to the dimensions required.

Nevertheless, this has not been the generally accepted view of either the lumber manufacturer or the rehandler. The obvious difficulty presented is that growing out of the lack of room. If the wholesaler has a yard of only a few acres, and must pile his lumber in tall stacks, close together, the opportunity for sorting it according to widths is certainly not great. On the other hand, the smaller mill operator doesn't feel that it is worth his while to go to the unusual labor required to pile by width, which would take a multiplicity of trucks and a lot more labor, as well as more time to get a carload of a given dimension. Therefore he takes the easiest way out by piling everything together and letting the consumer or the wholesaler go through it for widths, if he feels like it.

Without speaking from specific information, one might safely venture the opinion that many large consumers have been doing this for a long time. The user of hardwoods who buys one or two million feet a year, and who uses it in varying dimensions, certainly [illegible] lumber ranging in width from six to twelve inches to a department where stock of only one dimension is required, necessitating the use of the rip-saw, especially in view of the fact that the wider material is needed in another department. The method which common sense would suggest is to give each department just the widths needed, and it is therefore safe to assume that it has been used by the people who have made use of the lumber.

The main reason most lumbermen have not piled by widths is that they have not had definite customers for given dimensions, that is to say, no one felt like going to the additional labor and trouble of sorting by width without knowing whether he would be able to find a market for the various assortments. Usually, therefore, the beginning of the system in individual yards was developed as a matter of necessity.

A customer ordered a special shipment of wide poplar boards, let us say, and in making up the shipment the poplar stock was left in a variety of widths which were not nearly so attractive, and did not appear nearly so salable with the wide stock removed. That put it up to the hardwood man to find a user of the stock he had left. He usually succeeded in doing thus, and sold the material to the people who wanted 6-inch or 8-inch or 10-inch stock, as the case might be. As a rule he found that the prices he had received for the special widths averaged not only enough more to pay for the increased cost of handling, but made the business much more attractive and profitable than if the entire poplar stocks had been sold unassorted in the usual way. A lumberman in one of the big central markets made the following statement in favor of the plan:

"I used to sell more plain oak than anybody else in the market," he said recently. "Incidentally, I made less money on it than I did on anything else. My experience in disposing of odd widths of poplar after a lot of the wide stock had been sold gave me a suggestion which I was not long in applying to plain oak. I had every salesman in our employ give me, as nearly as he could, the stock requirements of the consumers to whom they sold, so that I accumulated data on the people who used various widths. I went after these with an offer to furnish exactly the widths they wanted, which would save handling and reduce resawing to a minimum. I put them up at a price which made the lumber attractive to the user, and at the same time made the separation of the various widths of plain oak worth while to me.

"We hit a popular idea. Users found that they had been doing work and producing waste for which there was no excuse, and that when they ordered a carload of lumber without specifying what widths they wanted, they were making certain that they would have to work it to a large extent to get it the required width and that they would have an appalling amount of waste. Instead of simply hoping that they would find a lot of boards in the car that they could use without resawing, they were enabled to insure getting this result by ordering on a basis of width as well as length and grade. And they were more than willing to pay the advanced price which I asked."

One of the requirements for the success of a method of this kind is that the lumberman handle a lot of stock. The small yard, which has only a few hundred thousand feet of lumber, all told, is certainly not in a position to subdivide it as well as the bigger yard which carries millions of feet all the time. On the other

hand, even the largest yards could not carry the idea to its final conclusion, and specialize in too many directions, for the amount of stock and the yard room, which would be required for a plan of this kind, would be so great as to make the idea out of the question. Besides, the capital required to handle the lumber which would be needed would make the scheme impracticable.

Nevertheless, the plan can be worked out, according to the opportunities of the lumberman and the amount of stock he carries on his yard, and it will repay investigation. One of the most successful hardwood men in the country operates a small sawmill in Indiana, and though his production is by no means impressive compared with that of many other hardwood operators, he always manages to make, in proportion to the production of his mill, more money than most of his competitors.

The reason may be found to a considerable degree in the fact that every board is placed, as sawed, in a space reserved for lumber of that specific width. He cannot always fill an order for 25,000 feet of a given width of a certain grade and thickness of oak; but if a customer is regularly in the market for that kind of lumber, this mill manages to accumulate it fast enough to keep the consumer constantly supplied. In other words, the lumberman is doing something for the buyer of hardwoods which the average dealer is not able to do; and he is therefore getting higher prices and a steadier trade than he could get in any other way.

Getting back to the original proposition of dimension stock, the usual objection to the method which has been described is that it leads in the direction of a dimension business. The opponent of this system insists that by "catering" to the consumer in the matter of width, the hardwood man is opening the way for the user to call on him to deliver stock cut to the exact sizes, length, width and all, that he is going to put into his furniture or millwork or specialty. It is, to his mind, a dangerous precedent to establish, and will lead the lumberman to a point where, in order to make a profit, he is forced to carry the stock part of the way toward use in its final form.

The answer to this is that the requirements of the consumer must be considered, and always have been considered to a large extent. Lumber is sold on grade, as to length and thickness; and it is just as reasonable to argue that the consumer should be required to take stock log-run and without regard to thickness as to insist that he should not be given the privilege of getting the exact widths he requires and paying the lumberman for the labor of sorting it.

Here, of course, is the meat of the cocoanut; it is feared that the user of lumber will, after the sorting of stock according to width becomes general, refuse to pay the premium which he is now giving, and will get the service without making it profitable to the handler of lumber to the extent that it should be. If that happens, of course, it will be the fault of the lumberman who hasn't the backbone to ask the prices that his material and his services are worth—not because his system is not economically sound and practicable.

If the plan of giving the buyer of hardwoods dimension stock through a system of sorting, and without the necessity of resawing, is thoroughly tried, it will furnish a lot of material upon which to base an opinion as to whether the manufacture of dimension stock can be made a satisfactory and profitable business for the hardwood trade.—G. D. C., Jr.



The International Bubble



The affairs of the International Lumber and Development Company of the Drexel building, Philadelphia, Pa., of more or less redolent fame, which for several years has received considerable free advertising in HARDWOOD RECORD columns, are now up against what promises to be the finale of this class of undertakings. Former Chancellor John R. Nicholson, attorney in Delaware for the Philadelphia stockholders of the company, has filed a bill in the Chancery court at Wilmington demanding an accounting of the company's affairs.

The action follows closely the litigation instituted in the United States court at Philadelphia before Judge McPherson, in which a number of complaining stockholders asked a receivership, alleging that the International Lumber and Development Company is a gigantic fraud which has paid out $1,483,098 in dividends as an inducement to keep the stockholders paying their money into the company's treasury.

The Philadelphia court postponed the hearing in order to obviate certain questions of technical jurisdiction. It will defer taking up the matter of the appointment of a receiver until after the Delaware court has acted.

The Delaware court has designated April 29 for a hearing on the petition. In the meantime the complaining stockholders have until today to file affidavits in support of their charges. The defendants are allowed until April 22 to file their answer and counter affidavit. Rebuttals by the stockholders who are complainants in the bill can then be filed until the date of the hearing.

The defendants are:

John R. Markley, contractor and promoter of the company.
Isaiah B. Miller, contracting partner of Markley.
William H. Armstrong, former United States railroad commissioner, president of the company.
Alfred Gratz, former member of Common Council, vice-president of the company.
Charles M. McMahon, secretary and treasurer.
H. A. Merrill, auditing director, formerly president of the City National bank of Mason City, Ia.
A. G. Stewart, director and commissioner of the company, former attorney general of Porto Rico.
John S. Barnes, director of the company, and a justice of the supreme court of Nebraska.
W. W. Pusey, 2d, of Wilmington, Del., resident director.
Alfred H. Wanamaker, general counsel for the company.
William H. Armstrong, Jr., general agent.

The following Philadelphia concerns are named as co-defendants: The United Security Life Insurance and Trust Company of 603 Chestnut street, trustee for the company's Mexican estate, and the Philadelphia Real Estate and Security Company, of Drexel building, a stock trading concern.

More specific charges are contained in the Delaware bill, which states that the $6,000,000 lumber company was formed originally as a $10,000,000 railway company, and that at the time of the company's formation but 85 of its 20,000 shares were issued. The bill recites that they were given to Markley & Miller, the contractors, and to the officers and stockholders of the concern. It goes on to say that from 1904 until this year no other shares were issued, and that the 85 original shares remained in absolute control of the corporation.

It recites that despite the fact that subscribers paid into the company's treasury the sum of $5,451,247.50 from October 3, 1904, to January 20, 1912, they were never granted a vote or voice in the management of the company. This one item is set forth more explicitly than the Philadelphia bill as follows:

That the method devised and practiced as above set forth for the securing of subscription and of the payment of the capital stock of the company was devised and contrived with the fraudulent intent and purpose to deprive the subscribers to the stock of the company of all voice and vote in the control of the corporation and its assets for the whole period of time during which their subscriptions were being paid.

Concerning the contracts with Markley & Miller the bill declares that after the first contract expired, January 1, 1912, a supplementary contract was entered into "wherein it was attempted to relieve the said Markley & Miller of responsibility for their failure to fulfill the obligations and perform the stipulations assumed and entered into by them" under the first contract.

Further, the bill claims that the company now is insolvent, that its stock is of little value and that it now has no other assets; that the tract of land in Mexico is said not to have been improved to any great extent. All the charges brought against the lumber company and its officers in the Delaware bill will be fortified with affidavits of details and specifications within the next few days.

The Mail Bag

B 225—Wants to Market Spoke Blanks and Hickory Lumber

Jenkins, Ky., Mar. 29.—Editor HARDWOOD RECORD: I would like to secure information covering the market value of spoke blanks in the rough, and two-inch hickory. Kindly inform me at your earliest convenience.

The writer of the above letter has been advised that in view of the present price situation on the two items in question, we do not care to be responsible for market quotations, and he has been referred to another source for the quotations he asks.

Anyone interested in this class of material, who would like to communicate with the writer can have the address by writing and referring to B 225.—EDITOR.

B 226—About to Buy Machinery Equipment

Merrill, Wis., Mar. 27.—Editor HARDWOOD RECORD: We shortly expect to be in the market for a complete equipment of planing mill machinery, possibly electrically driven. We will also want several miles of twenty-five or thirty pound rail, one or two electric or gas engines, and a complement of small cars or trucks for hauling the lumber from the mill to the yard.

——— LUMBER COMPANY.

Wood-working machinery and other manufacturers interested in the above inquiry can have the address by addressing this office and referring to B 226.—EDITOR.

B 227—Definition of Jiggered and Flat Dimension Stock

Dunn, La., Mar. 26.—Editor HARDWOOD RECORD: Have carefully read your very interesting article from George E. Breece about dimension stock, and I shall be pleased if you will inform me of the character of the dimension stock which he calls "jiggered or flat dimensions."

To the best of the knowledge of the editor of HARDWOOD RECORD, jiggered stock refers to that which is cut out to form, by means of a jig, a small band saw, like fancy chair backs, scroll ornaments, etc., and flat dimension refers to the general class of material employed for the making of furniture and for kindred purposes.—EDITOR.

B 228—Sawdust and Magnesium Chloride Flooring

Hamburg, Germany, Feb. 23.—Editor HARDWOOD RECORD: I am glad to learn from your letter of the 8th instant that my reports in regard to magnesium chloride flooring have awakened interest in the United States. I judge from statements made to me by other correspondents on this subject that the state of this art in Germany is in advance of the practice in the United States.

It is true, of course, that sawmill waste is used to a considerable extent in this flooring material, but not in such volume as to do very much in the direction of absorbing the vast quantities of sawdust available.

I am advising Messrs. Held & Hoeppner, Buergerweide 30, Hamburg, of your interest in this subject and no doubt they will write to you. I am sending you (separately) samples of the building material, which are self-explanatory, and also herewith a supplementary report in regard to the matter.

If I can be of any further service to you in this connection, I am entirely at your disposition.

ROBERT P. SKINNER, Consul General.

In this issue of HARDWOOD RECORD is printed an exhaustive review of the subject of sawdust and magnesium chloride flooring that has been prepared by Consul General Skinner.—EDITOR.

B 229—A Jobber's Analysis

Philadelphia, Mar. 29.—Editor HARDWOOD RECORD: We think the improvement in HARDWOOD RECORD has been especially marked during the past year. The writer has been a buyer and seller of lumber for about twenty years and while there are jobbers who buy one thing, dishonestly raise the grade and ship it to another jobber, who does the same thing, until like a car we once took away from a consignee, log run white pine was masqueraded to the consumer as "cuts," this class of trade is being pretty generally smoked out, and the few left are seldom more than "floaters." The manufacturer who can sell direct to the consumer, who knows nothing about grade, and is willing to gauge everything by the price, can put over No. 3 common oak as "furniture common," "D common" or by any other private trade mark, but when the manufacturer's stock is handled by a competent, bonded National hardwood lumber inspector he invariably thinks he is "stung," because either through ignorance or design he did not ship what he contracted to.

Your Mail Bag B 223 is not an uncommon one—the woods are full of them. Personally, we would rather ship honest jobbers than to any other trade for they usually know their business. Most millmen are willing to use the jobber so long as they can not get by to his trade, or when he gets quick cash, and the "uncommon" one is the man who holds the grade where it belongs, ships what he sells, and protects the trade of those who bring it to him, and tries hard to protect the millman's lack of experience, natural mistakes or unintentional blunders. Intentional blunders do not deserve any protection. Ordinarily a kick happens oftenest where some cheap foreman is trying to show that he is "on the job." The boss thinks he knows and backs him up, and unless a jobber can tell him "what tree makes shingles," Mr. Consumer is likely to be the autocrat of the buyers' table.

Morality is the keynote of the whole question when it is backed by real lumber knowledge and good horse-sense. Dishonesty of purpose is as destructive to the business fabric as "broom shake" or "rotten heart" elsewhere. Some poplars look fine as a fiddle until they are "down," and it is the same with men, whether in the woods or in the counting room. Then you can see what they are good for. Few men are perfect, but we have a just right to let every man work out his own destiny in his own way, and experience usually gets the dullest of us before the whistle blows.

——— LUMBER COMPANY.

B 230—Approves Record's Editorial

Savannah, Ga., Mar. 30.—Editor HARDWOOD RECORD: We have read your editorial in HARDWOOD RECORD deprecating the sending of an emissary abroad by the Bureau of Commerce and Labor, to investigate lumber affairs. We tender our thanks to your publication. We consider the action of the government an incorrect one, and shall make our protest to the Bureau of Commerce and Labor.

THE HILTON-DODGE LUMBER COMPANY.

B 231—Seeks Information About Artificial Lumber

Buffalo, N. Y., Mar. 29.—Editor HARDWOOD RECORD: Referring to your issue February 25 and the article on artificial lumber made from sawdust, we are much interested in this proposition and would appreciate any further information you can give us relative to same.

U. S. HAME COMPANY.

The writer of the above letter has been advised that a digest of this subject appears in this issue of HARDWOOD RECORD.—EDITOR.

B 232—Commission on Lumber Sales

Kokomo, Ind., Mar. 25.—Editor HARDWOOD RECORD: Will you please inform me the customary commission for selling hardwood lumber. Suppose a person is selling on commission and is given a price of say fifty dollars on first and seconds plain white oak, and is able to make sales at fifty-two dollars.

The writer of the above letter has been advised that commissions on hardwood lumber sales are variable, running from two-and-a-half per cent to five per cent on net avails, or from twenty-five cents to as high as two dollars a thousand. Occasionally a commission man is quoted the lowest net price that the seller is willing to accept, involving a payment of a minimum commission, and is permitted to get as much more as possible and receive as commission the additional amount secured, or a portion of it. Commissions on lumber are entirely a matter of contract between the owner of the stock and the agent.—EDITOR.

B 233—Seeks Market for Persimmon Timber

Columbia, Tenn., Mar. 30.—Editor HARDWOOD RECORD: I would very much appreciate it if you can give me the address of someone who is in the market for persimmon timber.

Anyone interested in the purchase of persimmon timber can have the address of the writer of the above letter by addressing this office, and referring to B 233.—EDITOR.

News Miscellany

Meeting of New Orleans Lumbermen's Club

At the March meeting of the Lumbermen's Club of New Orleans, which was held on March 12, in the Progressive Union quarters, the following officers were elected for the ensuing year:

Ludwig Haymann, president; C. W. Robinson, first vice-president; W. A. Scott, second vice-president; L. Palmer, secretary-treasurer; committee chairmen: George E. Watson, membership; W. J. Callon, entertainment; W. P. Toung, transportation; Bryan Black, law and insurance; Frank N. Snell, arbitration; James Boyd, statistics and publicity.

After the usual excellent dinner, the business session opened with the reading of a very satisfactory financial report by Treasurer Palmer.

Chairman Foxley of the membership committee submitted the applications of the following, who were duly elected to membership: D. T. Rees of the Rees-Scott Company, New Or-

leans; W. C. Campbell of the S. J. Sutherland Company, New Orleans; John R. Thistlethwaite of the Thistlethwaite Lumber Company, Washington, La.

A proposed amendment to the club's by-laws, reducing the dues of out-of-town members from $2 to $1 a month, was moved and carried, as was another amendment making the dues payable monthly in advance, instead of quarterly. After a long debate, a third amendment providing for a change of the organization's name to the "Lumbermen's Association of New Orleans" was rejected.

Secretary Palmer read some revised figures from the New Orleans Public Belt Commission regarding the traffic of the Belt railroad, which showed that, for the months cited, lumber and other forest products contributed more than half of the entire tonnage handled by the belt. Mr. Palmer was requested to get from the Belt Commission statistics covering other months for use in the club's fight for representation on the commission.

President Haymann then reviewed the efforts of the club to interest the Dock Board in proposed changes and improvements in connection with the lumber wharf. In view of the importance of the matter and the inaction of the dock board, it was deemed well to take the matter up vigorously and publicly, and it was referred to George E. Watson for that purpose. The president called attention to the meeting of the board the following day to consider certain needed changes in the wharfage rules and regulations, and suggested that those members who could conveniently do so attend the meeting.

A letter was read from Forester Graves, inviting the club to send representatives to the forestry conference to be held at Nashville, April 8-10, and the secretary was requested to reply, conditionally accepting the invitation.

Following this, informal talks were made by the club guests, Messrs. Barth, Cobbett, Cornelius and Crawford.

Then came the election, with the nominating committee's report as a preliminary. President Haymann, finding that he was named for re-election, requested that some one else be nominated for the presidency, as he was soon to visit Europe and might be absent several months. However, Mr. Haymann was unanimously re-elected.

Meeting Memphis Lumbermen's Club

The regular meeting of the Lumbermen's Club of Memphis was held at the Hotel Gayoso, Mar. 30, with President Robertson in the chair. The attendance was large and the usual luncheon was served. The amount of business transacted, however, was comparatively small.

One of the principal subjects discussed was that having to do with the establishment of a traffic bureau to look after the interests of lumber shippers. The advisory board, composed of all the former presidents of the club, the board of directors, and the river and rail committee were unable to get together during the past fortnight to formulate recommendations to be presented to the club, and there was therefore no report to be made. These bodies, however, were asked to get together during the current week in order that they might discuss the subject and reach some decision that would make it possible for the club to dispose of this matter at the Apr. 13 meeting.

John W. McClure, chairman of the special committee appointed to secure data to be presented to the Interstate Commerce Commission in connection with the alleged irregularity in railroad weights of lumber and in connection with estimated weights on hardwood lumber, reported that he had secured considerable information that would be of much assistance but that a great many of the lumbermen had not responded as fully as he and his associates would like. He urged that they do so at once. Mr. McClure is working hard to secure the hearing of the Interstate Commerce Commission at Memphis in connection with the subject of abuses in the weighing of lumber, and lumbermen here believe that it will be possible to show to the commission that estimated weights are reliable enough to be allowed at least under certain circumstances.

The following resolutions were unanimously adopted in connection with the death of Mrs. James E. Stark, which occurred recently:

WHEREAS, God in his infinite wisdom has seen fit to lay the hand of death upon Mrs. James E. Stark, beloved wife of James E. Stark, former president of the Lumbermen's Club, and thus thrown a dark shadow across his life, therefore, be it

RESOLVED, That we, the Lumbermen's Club of Memphis, hereby extend to him our heartfelt sympathy and condolences in the bereavement which has fallen upon him and upon the members of his family; and, be it further

RESOLVED, That a copy of these resolutions be spread upon the minutes of the club and also that a copy be forwarded to him, as expressive of our feeling for him in this severe affliction.

Removal of Headquarters

The Ferd Brenner Lumber Company, formerly of Cincinnati, Ohio, has removed its general offices to Alexandria, La. This move was necessitated by the rapid growth of the concern. For some time it has been realized that the location in Cincinnati had not fulfilled the entire demand of the company's increased business. At Alexandria the offices will be near the mills and the manufacturing and shipping points. The mills at this point are located near the timber holdings of the company, which include about 9,000 acres. The mills are running full time and have a capacity of 35,000 feet per day. The yards, including fifteen acres, are at present completely filled with lumber. The company's product consists of hardwoods, principally oak and ash, most of which is for export.

Ferd Brenner, president of the company, has made arrangements for the sale of his home in Cincinnati, and will remove his household at once. He has also made arrangements to move with him nearly all members of his office force. Mr. Brenner has established a reputation for stability and progressiveness during his thirty years' experience in the lumber business, and the lumber trade of Cincinnati greatly regrets his removal.

Building Operations for March

Outside of New York City and a few favored spots, building operations during March were exceedingly dull. Official reports to the American Contractor, Chicago, from fifty cities throughout the country show a loss of seven-tenths of one per cent for March, as compared with March of the past year; and this favorable showing was made only by the gain of more than eleven million dollars in New York City, representing nearly one-fifth of the entire amount reported. Extreme cold weather, which prevented immediate construction, delayed the filing of plans for building permits, which now may be expected in greater volume as the weather improves. Particulars will be found in the following table:

City.	March, 1912, Cost.	March, 1911, Cost.	Per Cent Gain	Per Cent Loss
Atlanta	$ 419,050	$ 678,007	..	38
Baltimore	561,375	1,047,860	..	47
Birmingham	294,330	286,506	3	..
Buffalo	507,000	699,000	..	27
Cedar Rapids	124,000	118,000	5	..
Chicago	4,743,600	9,553,700	..	50
Columbus	458,966	494,010	..	7
Dallas	435,473	414,976	5	..
Des Moines	255,900	88,629	189	..
Detroit	1,328,005	1,367,325	..	2
Duluth	114,125	264,550	..	56
Grand Rapids	123,780	232,588	..	46
Harrisburg	99,075	213,000	..	53
Hartford	830,100	447,765	85	..
Indianapolis	558,780	1,731,514	..	67
Kansas City	616,730	895,460	..	31
Los Angeles	1,687,780	2,122,886	..	22
Manchester	73,801	106,700	..	30
Memphis	499,316	483,805	3	..
Milwaukee	433,946	1,087,469	..	60
Minneapolis	1,272,215	1,060,115	20	..
Nashville	75,163	132,187	..	43
Newark	790,234	1,027,228	..	23
New Haven	806,455	388,296	107	..
New Orleans	772,790	269,046	186	..
Manhattan	17,142,599	8,868,545	93	..
Brooklyn	4,686,495	2,668,282	75	..
Bronx	3,400,245	1,993,255	70	..
New York	25,229,339	13,530,082	86	..
Oakland	673,146	918,878	..	26
Oklahoma City	65,700	311,185	..	78
Omaha	254,400	421,960	..	39
Paterson	311,245	238,885	30	..
Philadelphia	3,691,895	5,581,295	..	33
Portland	1,782,441	1,993,648	..	10
St. Paul	455,014	594,245	..	23
St. Louis	1,137,138	2,297,198	..	50
San Francisco	2,593,780	2,090,703	24	..
Scranton	55,950	170,601	..	67
Seattle	848,985	737,640	15	..
Shreveport	74,455	389,479	..	80
Spokane	254,470	387,915	..	34
Toledo	417,211	386,596	8	..
Washington	1,334,528	1,966,727	..	32
Wilkes-Barre	101,776	209,727	..	51
Worcester	263,199	411,273	..	36
Total	$57,426,661	$57,848,659	..	7/10

Cincinnati Incorporation

A. V. Jackson & Co. is the style of Cincinnati's newest hardwood lumber company. This concern opened offices on April 10 in the Mitchell building. The new company is the outcome of the recent severing of connections between Mr. Jackson and G. C. Ault, the two having formerly been incorporated as the Ault & Jackson Lumber Company. Mr. Ault has become actively interested in the management of the Ault Woodenware Company of Cincinnati. Mr. Jackson is a veteran in the lumber business, and has a wide acquaintance in the trade. His success is assured. He will do a general wholesale hardwood business, specializing in poplar, ash and oak.

Fire Warden for Michigan Manufacturers

Charles F. Hickok of Grand Marais, Mich., is chief fire warden of the new Forest Fire Protective Department of the Michigan Hardwood Manufacturers' Association. Mr. Hickok will have headquarters at Gaylord, Mich. He was selected for this position while acting as deputy fire warden for the Northern Forest Protective Association.

Mr. Hickok is by virtue of his natural bent and actual experience extremely well qualified to act in his new capacity. He has been a timber cruiser for seventeen years, tramping and snow shoeing over the entire forest area of Michigan, Minnesota and into Canada. He is a practical man in every sense of the word, and is thoroughly conversant with the many phases of forest fighting.

Mr. Hickok will superintend the establishment of an extensive range of service which will act mainly as fire patrol, and will further augment his work in this direction by posting broadcast notices of the object of the association. Not the last important phase of his work will be personal calls throughout his territory, with a view of permeating the minds of the populace with the same idea as to the necessity of fighting forest fires as the lumbermen have.

New Hardwood Concern in Alabama

Papers of incorporation were recently filed under the laws of Alabama for the incorporation of the Choctowatchee Hardwood Lumber Company, which has been organized at Bellwood, Ala., with a fully paid in capital stock of $10,000. A circular mill with a daily capacity of approximately 15,000 feet will be installed immediately, and it is planned to erect another similar mill in the near future. The company holds hardwood timber estimated at between fifteen and twenty million feet, consisting of red gum, oak, cottonwood, ash, hickory, sycamore, tupelo, magnolia and beech. About fifty per cent of the stumpage is gum, and the company will specialize in this wood. The quality of the gum timber is unusually good, according to reports. It is expected that the sale of the output will be contracted for in the rough.

H. G. Hoover Appointed Assistant Secretary

H. G. Hoover, formerly connected with the Griffin H. Deeves Lumber Company of Chicago, has been appointed assistant to Secretary Doster of the Hardwood Manufacturers' Association of the United States. Mr. Hoover is a thorough lumberman, having had much experience in the consuming territory with both manufacturers and consumers. He is also said to be a very competent office man and auditor.

Mr. Hoover's work will be in connection with the management of the Cincinnati general office, under the supervision of Secretary Doster, and in co-operation with President W. E. DeLaney. His appointment should be a great help to the association in its work of gathering statistics and furnishing information to its membership.

New Arkansas Hardwood Lumber Company

It has been announced that the Camden Hardwood Lumber Company, Camden, Ark., has filed papers applying for incorporation. It is understood that the capital stock of the new organization is to be $100,000, $80,000 of which is already paid in. The company will buy and sell lumber and timber lands, own and operate sawmills and railroads, including all necessary stores, and own stock in other corporations.

The incorporators are T. J. Gaughan, an attorney of Camden, and Frank Carter and Frank Pierce of that city. Mr. Carter has been elected president; Mr. Pierce, vice-president, and Mr. Gaughan, secretary-treasurer.

New Plant in Merrill

The Heineman Lumber Company, which lost its sawmill by fire last year, has concluded to rebuild the plant at Merrill, and in addition to a big sawmill, will build a planing mill and a general wood-working and industrial institution. The company has already purchased a sawmill, and is negotiating for its planing mill machinery, locomotives and rails. The company expects to produce about twenty-five million feet of lumber annually, comprising hemlock and hardwoods, and the entire industry will employ well towards four hundred men.

Sigmund Heineman, president of the National Bank of Merrill, is president of the Heineman Lumber Company, but the active management will fall on Harry and Edward Heineman, the two sons.

Ransom Hardwood Lumber Company

The Ransom Hardwood Lumber Company has been incorporated under Tennessee laws with a capital stock of $50,000. It is a subsidiary company of John B. Ransom & Co. of Nashville, and its incorporators are A. B. Ransom, J. E. Davis, M. M. Ransom, R. T. Wilson and J. E. Davis, Jr. The company has large timber holdings and a mill at Hope, Ark., where its operations will be chiefly conducted.

The officers of the new company are A. B. Ransom, president; J. E. Davis, vice-president; E. N. Ralston, secretary and R. T. Wilson, treasurer.

Flood Situation in Memphis

The Mississippi river here is about three feet higher than at any previous time in its history. Furthermore, it is predicted that it will rise to about forty-five feet if the levee holds. The levee officials had been confident of the ability of the levees to remain intact, but their faith is being somewhat shaken by the continued rise, and by the indications for a stage probably five feet in excess of the previous record of 40.3 feet, established during the high water of 1904. The safety of the levees on the Tennessee and Mississippi sides, as well as on the Arkansas side of the Mississippi river, depends much on the levees. If they should break it would greatly relieve the strain on the levees because it would mean a less acute stage than is now promised. Every effort has been made during the past few days to strengthen the levees. Sacks of sand have been rushed to every weak point, and nothing has been left undone that will serve to strengthen these bulwarks. They were not built, however, for a stage of forty-five feet, and it seems now as if the water would either go over them or so close to the top of them as to cause breaks.

The actual loss resulting from the record stage of the Mississippi is indeterminate so far. Much property and also great loss of life are threatened in the event of any bad breaks in the levee system. However, warnings have been given to the people living behind the levees, telling them to move their live stock and other holdings and go to places of safety. Considerable loss has already been experienced in the hardwood lumber industry of Memphis. The plants of the Chickasaw Cooperage Company, Moore & McFerren, the Tennessee Hoop Company, the Memphis Stave Company, the Bennett Hardwood Lumber Company and the Anderson-Tully Company in North Memphis have been forced to suspend operations. In South Memphis the Memphis Saw Mill Company and May Brothers have found it necessary to close down. The McLean Hardwood Lumber Company is also closed down, not because it is suffering from any overflow of its plants but because its logging track is under water several feet, thus cutting off the company from its supply of timber. Several other plants have also closed or will do so very soon. A large section of northeast Memphis is covered with water to a depth of from one to fifteen feet. The river is still rising and back water is covering an increasingly large area every day. Some wood-working enterprises are interfered with as a result of this condition. So far more than 1,200 men have been thrown out of employment at hardwood mills and wood-working plants here.

The question of an adequate log supply is one that is troubling mills which are not directly interfered with by high water. The river is so big that there is no question of trying to bring out logs. In fact those who have logs on the river are a great deal more interested in saving them than in getting them to their mills. All streams tributary to the Mississippi used for the purpose of bringing out timber, are past the stage where they can serve this end. Furthermore, the lowlands are flooded all over this territory, and much timber which was thought to be available has been rendered impossible of handling. In addition to the unsatisfactory conditions with respect to water transportation, a number of railroads are being seriously interfered with. The river front tracks of the Illinois Central are under water and have been abandoned. The Yazoo & Mississippi Valley road is having much difficulty in maintaining service, as much of its track in the territory around Lake View is covered to a depth of more than three feet. The Louisville & Nashville has its yards pretty well covered with water and every railroad operating into Memphis from the North and South is suffering more or less inconvenience.

Aside from the fact that transportation conditions are unfavorable, it may be noted that there has been so much rain in this territory during the past fortnight that no headway has been made in getting out timber and no hauling has been possible. This means that there has been no large amount of timber available for the mills in this immediate vicinity, and that an acute shortage is threatened in the near future. The weather now is bright and clear, and looks more settled than for some time, but even if there is no more rain for the next two weeks it will be well nigh impossible to make any headway. Meanwhile the mills which are now closed down as a result of the high water will be compelled to remain out of commission for another week or ten days.

The plants outside of Memphis have been interfered with to a considerable extent by the high water in tributaries of the Mississippi and by the excessive rains. The one which perhaps has suffered the greatest inconvenience, however, is the Lamb-Fish Lumber Company, at Charleston, Miss. This mill was closed some time ago as a result of the high water in the Mississippi, and now the water is so high that the plant is closed in every department. Indications are that it will be some time before it will be possible to resume operations.

On this page is a picture made ten days ago at the mouth of Wolf river, a tributary of the Mississippi, at Memphis, which is used as a log barge storage ground for several mills. Owing to the height of the water at the time the



A MILLION FEET OF OAK AND GUM LOGS ON BARGES AT THE MOUTH OF THE WOLF RIVER, MEMPHIS, OWNED BY THE ANDERSON-TULLY COMPANY

picture was taken, it was impossible to move these logs under the railroad bridge that crosses a half mile above the mouth of the Wolf river, and hence, the barges were held below that structure.

Here are pictured seven barges of oak and gum logs belonging to Anderson-Tully Company, which aggregates more than a million feet. Of course, this company has every hope of protecting these logs, but it goes without saying they are in a very hazardous position, considering the tremedous tide, which is now on in the Mississippi.

Death of Mrs. James E. Stark

On March 24, Mrs. Jessie Elnora Stark, wife of James E. Stark of Memphis, Tenn., died at their home on South Willett street from pneumonia. On March 15, Mrs. Stark was stricken with a severe attack of la grippe. During the week she grew steadily worse, although it was thought toward the last of the week that she was improving. However, on Saturday, just eight days after she had contracted la grippe, pneumonia set in, and she passed quietly away on Sunday morning.

Surviving Mrs. Stark in her immediate family are her husband, one son, James E., Jr., and two daughters, Jessica and Sarah Stark. She is also survived by three brothers of Chicago, George T., S. B., and J. S. Houston, and a sister, Mrs. Hardesty of Des Moines, Ia.

The funeral services took place at the residence at 2:30 o'clock, March 26, being conducted by the Rev. A. B. Curry, pastor of the Second Presbyterian church of Memphis, of which the deceased was a member. The burial was in Forest Hill cemetery.

Big Purchase of Timber

Word comes from Nashville, Tenn., that the Althauser-Webster-Weaver Lumber Company of that city has just taken over the ownership of a large tract of timberland located in Wayne county, Kentucky. The quality of the timber is said to be excellent, and the price paid for it to amount well into five figures.

The purchasing company is one of the newer concerns of Nashville but is already well established with an excellent hardwood trade. The deal was consummated through the H. W. Forde Land Company, which concern has been active in this line of work in the last two years, having recently been the medium in the transaction between Johnson Brothers of Monterey, Tenn., and J. Gibson McIlvain & Co., of Philadelphia.

Prominent Manufacturer Retires

The latest report from Sikeston, Mo., is that U. G. Holley, the original founder, and for a long period president and general manager of the Holley-Matthews Lumber Company of that place, has sold out his interest in the company to E. C. and C. D. Matthews. He has also disposed of his entire holdings in the Holley-Baker Lumber Company, and the Yarboro Cooperage Company, thus entirely severing himself from all connections with the lumber business. He is now en route for the West, where, it is understood, he contemplates settling.

Biltmore Doings

The students of the Biltmore Forest School, under the direction of Dr. C. A. Schenck, are again in this country, having sailed from Germany on March 16. The early part of the month was spent in work in the Black forests and adjacent to Darmstadt, the students enjoying many opportunities for instructive observation.

Dr. Kern, who for almost three years had been Dr. Schenck's active assistant, left the school at the time of its departure from the Fatherland. The two weeks following the arrival of the school were spent in the Adirondacks, where the forestry work conducted by New York state was closely studied. It is planned to spend a week in Washington, D. C., about the middle of April, and while there to get as much information as possible pertaining to the various branches of the Forest Service. From Washington the school expects to go to its summer quarters in North Carolina, and after that to follow out the general itinerary of last year.

It is announced that Dr. Schenck's new book on logging and lumber is on the general market and has already proven its value.

Miscellaneous Notes

The Monarch Lumber Company, Oil City, Pa. has been incorporated with an authorized stock of $15,000.

The National Veneer Company, Charleston, W. Va., has increased its capital stock from $80,000 to $120,000.

The Atlantic Lumber Company, Norfolk, Va., has been incorporated with an authorized capital stock of $50,000.

The Sheboygan Wood-Working Company, Sheboygan, Wis., has been incorporated with a capital stock of $12,000.

The Valley Furniture & Manufacturing Company, Marietta, O., has increased its capital stock from $40,000 to $150,000.

W. H. Bower & Co., lumber manufacturers, Stuttgart, Ark., have been incorporated with an authorized capital stock of $10,000.

The P. A. Wetzel Company, Rockford, Ill., has been incorporated with a capital stock of $25,000, and will manufacture furniture.

The A. L. Major Company, Scranton, Pa., has been incorporated with a capital stock of $50,000, and will do a wholesale lumber business.

The South Branch Tie & Lumber Company, Romney, W. Va., has been incorporated with a capital stock of $20,000 for general manufacturing purposes.

The Grand Rapids Veneer Works, Grand Rapids, Mich., recently established an agency at 344 "A" Central building, Seattle, Wash., in the charge of E. F. Tindolph.

The entire plant of the Standard Millwork Company at Norwood, O., appraised at more than a quarter of a million dollars will be sold at auction under a receiver's sale on April 17.

The Pineville Lumber & Manufacturing Company of Pineville, Ky., has been incorporated with a capital stock of $10,000. The incorporators are Benj. R. Smith, Charles J. Johnson and Rice W. Johnson.

The Homochitto Lumber Company, Brookhaven, Miss., which was recently incorporated with a capital stock of $500,000 will build a plant at Monroe, Miss., with a daily capacity of 150,000 feet of lumber.

The Holt Lumber Company, Detroit, Mich., has been incorporated with a capital stock of $30,000, $15,000 of which has been subscribed. The stockholders are Frank A. Spies, Arthur F. Holt and John F. McLean.

The Holt Lumber Company, Mobile, Ala., has been incorporated with a capital stock of $10,000, and will do a general lumber manufacturing and sawmill business. Those interested are Wm. K. Syson, Harry Gill and L. D. Holt.

The Tennessee Hardwood Lumber Company, Nashville, Tenn., recently contracted for the cut of the mill of Felix G. Ewing of Springfield, Tenn. The cut amounts to about a million feet of fine oak and chestnut lumber.

The Appalachian Furniture Company, Bluefield, W. Va., has been incorporated with a capital stock of $50,000. The incorporators are F. O. Barnes, C. B. Bell, J. F. Phelps, Robert S. Karr and J. M. Hines, all of Bluefield.

It is reported that construction of a new veneer plant at Helena, Ark., for the Arkansas Veneer Company, will soon be under way. It is planned to make the plant up-to-date in every particular, and the largest of its kind in the state. It will employ upwards of 150 men.

By June 15, the Wheeler-Osgood Company of Tacoma, Wash., expects to have a $50,000 veneer plant installed in connection with its plant. A new building 100x200 feet is now being erected, which will be used for cutting, drying and building of all kinds of veneer panels.

The Wayne Lumber Company, Ellwood City, Pa., has been incorporated with a capital stock of $50,000. The incorporators are J. F. Haines and E. P. Marsha of Pittsburgh; W. J. McKim, C. A. Martin, C. W. Harris and H. C. Walker of Ellwood City; T. L. Haines, Porterfield, and W. J. Harris, Crafton.

The American-Brazilian Hardwood Company, Minneola, N. Y., has been incorporated with a capital stock of $200,000 to deal in lumber, hardwoods, etc. The incorporators are Julian M. Wilson and Edward C. Stevens of 37 Liberty street, New York, N. Y., and August E. Blockley, 111 Broadway, New York City.

It has been reported that the plant of the Great Southern Lumber Company of Bogalusa, La., will be increased in capacity. Plans are feet of mahogany, a large quantity of quarter- to the plant, which will almost double the present capacity of the mill. The present mill cuts about 600,000 feet in ten hours' operation.

Fire recently destroyed the greater part of the lumber yards of the Missouri River Lumber Company, Omaha, Neb., entailing a loss estimated at between $40,000 and $50,000, fully covered by insurance. Mr. Kranz, local manager of the company, reported that a large shipment of expensive imported finishing woods had just been received, which was the first part of the stock destroyed. Among the most valuable woods burned were several thousand feet of mahogany, a large quantity of quarter sawed oak, various kinds of hardwoods, and many finished floor sections. The shed, which covered that portion of the yard which sustained most of the loss, was recently erected at a cost of $7,000.

Hardwood News Notes

CHICAGO

The Defiance Machine Works, the well-known wood-working machinery manufacturers at Defiance, O., announces the removal of its London offices from 71 Queen street, E. C., to 60 Queen Victoria street, E. C. The Defiance Machine Works have the reputation of marketing more wood-working tools abroad than any other American machinery manufacturer, and they are constantly improving their facilities to take care of their increasing foreign trade.

Receipt is acknowledged of a handsome booklet entitled "Michigan's Woods in Use," published jointly by the Mitchell Brothers Company and Cobbs & Mitchell, Inc., of Cadillac, Mich. It illustrates the employment of various Michigan woods in the handsome joint office building of the two companies, and while not stated, is doubtless the work of that solon of sales managers of the two institutions, M. E. Thomas.

L. W. Ford of the Goodlander-Robertson Lumber Company, Memphis, Tenn., was a recent visitor in the Chicago market.

H. S. Snider of the Dudley Lumber Company of Grand Rapids, Mich., passed through this city during the past week en route to the company's mill in northern Wisconsin.

H. C. Hughart, Jr., of Grand Rapids, Mich., president of the Memphis Saw Mill Company of Memphis, Tenn., was a local visitor a few days ago.

M. L. Pease of the Galloway-Pease Company of Saginaw, Mich., made one of his periodical selling trips to the Chicago market last week.

W. S. Trainer of the Trainer Brothers Lumber Company, returned a few days ago from an extensive lumber buying trip among the southern hardwood mills.

H. B. Leavitt of the Oconto Company, Oconto, Wis., was in the city the biggest part of last week in conference with the Chicago office of that company.

G. W. Jones, head of the G. W. Jones Lumber Company, Appleton, Wis., spent part of last week with A. H. Ruth, his Chicago representative.

C. L. Willey, the prominent veneer and fancy woods manufacturer of Chicago spent most of last week on a business trip to New York.

J. D. Lacey, head of the big timber and land house of J. D. Lacey & Co., headquarters in Chicago and New Orleans, is expected in Chicago this week from the South. Mr. Lacey spends his winters in New Orleans and his stay in Chicago will merely be an interruption of the trip to his summer home at Newburgh-on-the-Hudson.

R. F. Hodges, hardwood wholesaler of Milwaukee, spent several days of last week in Chicago and attended the opening of the new Chicago Lumbermen's Club on Saturday night.

With the retirement of G. H. Holloway from Schultz, Holloway & Co., of the Fisher building, that company was recently reorganized as the Schultz-Holloway Company. The company has acquired the services of F. C. Joy, formerly local sales agent for several southern mills, and will follow the same general policy as heretofore.

The Huddleston-Marsh Lumber Company, one of Chicago's leading mahogany houses, reports an excellent business and steadily improving prices during the last couple of months.

HARDWOOD RECORD is in receipt of "Logging and Lumbering, or Forest Utilization," the latest work of Dr. C. A. Schenck, director of the Biltmore Forest School. The volume is intended as a forest school text book and contains 190 pages of condensed information covering active lumbering operations in progress over the world.

Ira B. Bennett, the well-known lumberman of Sanger, Cal., spent the greater part of last week on business in Chicago. Mr. Bennett has in contemplation the establishment of a permanent home at Oakland, Cal., so as to be near educational facilities for his daughter, but will probably retain his fine house and estate at Sanger for residence a portion of each year.

E. C. Groesbeck, until recently secretary of the Stearns Company, Grand Rapids, Mich., was a Chicago visitor last week en route from the coast to visit his daughter, who is attending an eastern ladies' seminary. Mr. Groesbeck contemplates making his permanent home at Seattle.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, announces it has been decided by President Griggs and the board of governors that the office of the association be returned to Chicago, so that Mr. Bronson can be in close touch with the general advertising campaign of the National association and work along that line in conjunction with the advertising committee. This association's offices will be reopened in the Fisher building, 343 South Dearborn street, until May 1, after which permanent headquarters will be established for both the office of manager and campaign committee. The present offices in the Fidelity building, Tacoma, Wash., will be retained in charge of A. H. Landram, for the use of President Griggs during his term of office.

S. G. McClellan, formerly in charge of the Arkansas operations of the Newhouse Mill & Lumber Company, an allied house of the Estabrook-Skeele Lumber Company, Chicago, recently resigned his position to accept the general management of the big lumber manufacturing plant of the Berwind Lumber Company at Berwind, W. Va. Both the Berwind Lumber Company and Mr. McClellan are to be congratulated on this alliance.

HARDWOOD RECORD acknowledges receipt of a handsome pamphlet on the subject of "Oak Flooring" which has been issued by Secretary Claffey, in charge of advertising of the oak flooring producers.

BUFFALO

The severe effects of floods in this part of the state have been felt most at Jamestown, where about a dozen factories have had to close down on account of high water in the Chadakoin river. A number of furniture plants have been sufferers by water, among them being the Empire Case Goods Company, the Bailey Table Company and the Jamestown Lounge Company, all of which are among the largest factories in the city.

S. A. Cook, head of the furniture concern bearing his name at Medina, N. Y., died on Apr. 1 at Daytona, Fla., where he had been for several months in search of health.

The New England Hardwood Lumber Company of Wilmington, Vt., formed by Gardner I. Jones of Boston, H. S. Janes of Buffalo, and others, takes Mr. Janes out of Buffalo. He will leave for the mills May 1 to manage the cut of a 40,000-acre tract.

Anthony Miller states that not much stock is coming in from the South on account of the roads there being in such bad condition. He is, however, getting in some western stocks of brown ash, elm and basswood.

The National Lumber Company has made arrangements to handle the oak flooring of a Kentucky mill, and is also selling maple flooring through this section from its connections in Michigan.

NEW YORK

Arthur C. Wood has taken up his residence at 305 Hancock street, Brooklyn, after having closed out his lumber interests at Montgomery, Ala., and will conduct a general wholesale business in this city.

The Dykes Lumber Company, 137 West Twenty-fourth street, Manhattan, has opened a branch yard at 348 West Forty-fourth street, which will double the capacity of its business.

E. H. Coonrod, formerly manager of the New York office of the John L. Roper Lumber Company, Norfolk, Va., has been appointed general sales manager at the Norfolk office to succeed C. M. Troutner. The local office of the company has been closed out, but Walter Colton, who previously assisted Mr. Coonrod, will continue to represent the company in this vicinity.

E. J. Allen, formerly vice-president of the Gress Manufacturing Company, 1 Madison avenue, opened an office at 18 Broadway, to conduct a general wholesale lumber business. He will represent large Alabama manufacturers.

Schedules in bankruptcy of the James A. Noone Lumber Company, 99 Nassau street, show liabilities of $56,218 and assets of $1,770.

A petition in bankruptcy has been filed against the C. E. Ross Lumber Company, with office at One Hundred Forty-fifth street and Broadway. The court has appointed W. H. K. Davey receiver for the company. The assets are estimated at $1,000.

PITTSBURGH

Hardwood conditions here are generally more favorable than two weeks ago. Better weather is helping very much to start the yard trade, and to make outside construction work of all kinds possible. More inquiries are coming in from railroads and trolley lines, as plans for outside work are definitely determined. The worst trouble just now is in getting stocks. All mill stocks are badly broken, and good hardwood for this reason is extremely hard to find. There is a tendency toward higher prices in all lines, even low-grade hardwood sharing in this propensity.

J. F. Henderson, president of the Henderson Lumber Company, reports a fair volume of business, but prices still under the profitable notch.

The Thomas E. Coale Lumber Company is getting into splendid headway at its Pittsburgh office, which is in charge of B. W. Cross. The company's trade in this district is already well established and Ben is going to shove up some new high records this year.

On April 3 and 4 the government inquiry into the so-called retail lumber trust was put on in this city. Assistant Attorney General Clark McKercher was in charge of the prosecution and the case was entered against the Eastern States Retail Lumber Dealers' Association, comprising about 150 members, and also the members individually. The eastern retailers, except the Philadelphia association, were represented by Attorney Alfred B. Cruikshank of New York. Attorney Charles B. Brophy of New York appeared for the Philadelphia association. The line of inquiry was all about the same, and the testimony to the effect that all wholesale concerns mentioned had had at different times disagreeable experiences with some of the eastern associations, usually in the payment of cash or cancellation of contracts in order to appease their wrath.

Carl Van der Voort, secretary of the Pittsburgh Lumbermen's Mutual Fire Insurance Company, has moved his headquarters from the Berger building to the Park building.

A new lumber concern at Coraopolis, Pa., is the Rougert Lumber Company. Mr. Rougert was formerly with the Coraopolis Lumber Company.

PHILADELPHIA

John J. Rumbarger of the John J. Rumbarger Lumber Company reports business greatly exceeding expectations, the last week's sales eclipsing anything he has ever had.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company reports a steady business. The assistant manager, W. J. Pelstring, has just made an extended tour of New York state, where the company is writing some valuable business.

The McFarland Lumber Company, composed of James B. McFarland, Jr., and Charles A. Addison, the latter acting as sales-manager, opened an office at 701 Crozer building, Mar. 15. At present the company is making a specialty of southern pine and cypress.

Requiring more space, the Summit Lumber Company has moved to 1019 Real Estate Trust building. Business has been interrupted somewhat by adverse weather conditions, but on the whole has not been disappointing.

Charles G. Blake, manager of E. V. Babcock & Co., says it is impossible at this time to supply the demand for low-grade lumber in some lines and that prices are stiffening all around. When good settled weather has arrived he anticipates an increased activity.

George M. Hoban has connected himself with the Harding-Finlay Lumber Company, to take

charge of the hardwood end of the business. J. A. Finlay, formerly of this house, will go to New York City.

The Reighard Lumber Company, 703 Real Estate Trust building, will remove to Asheville, N. C.

The friends of J. W. Turnbull of the J. W. Turnbull Lumber Company, Crozer building, will be glad to hear he is able to leave the hospital, where he has been confined for some time with typhoid fever. He will go to Atlantic City, N. J., where the salt breezes will assist in his convalescence.

The Baldwin Locomotive Works, during the last few weeks booked orders aggregating over $3,000,000. In a recent conversation Samuel M. Vauclain, vice-president and general manager the company, stated that conditions were showing satisfactory progress.

The Illingworth Resinate Timber Company, Philadelphia, was incorporated Mar. 27 with a capital stock of $600,000.

The William Guilat Casket Company, Galeton, Pa., was incorporated Apr. 1 with a capital stock of $25,000.

E. J. Lake, president of the Lumber Trade Golf Association, called a meeting of the officers and executive committee of that association at the Waldorf-Astoria, New York, Mar. 29, where all arrangements were made for its spring tournament which will be held June 12 and 13 at the Hartford Country Club, Hartford, Conn.

BOSTON

Henry H. Dyke, who for several years has been manager of the Stone & Foster Lumber Company, Worcester, Mass., and who resigned a few weeks ago has been succeeded by Henry C. Oberist.

The Riddle-Robbins Lumber Company, Boston, has been incorporated with a capital stock of $25,000. The directors are William H. Riddle, president and treasurer, Cora F. Fuller and Warren C. B. Robbins. Mr. Robbins has been in the wholesale lumber business in Boston for several years.

The Watertown Lumber Company, Watertown, Conn., has increased its capital stock from $10,000 to $20,000.

The Pineland Lumber Company, Auburn, Me., has been incorporated with a capital stock of $10,000. The organizers are John L. West, Charles L. Turgeon and Albert E. Turgeon.

Frederick H. Stone of Putnam, Conn., who has been associated with the Wheaton Building & Lumber Company, has purchased a controlling interest in the B. J. Harrison Son Company's business at Winsted, Conn. The company manufactures folding chairs. Mr. Stone has been elected treasurer of the company.

The New Hampshire Lumbermen's Association held its annual meeting in Manchester, N. H., Mar. 21, and elected officers for the ensuing year.

The United States Mahogany Corporation, Portland, Me., has been incorporated with a capital stock of $1,000,000, by T. L. Croteau, Albert E. Jones, Albert A. Richards, B. M. Maxwell, Clarence G. Trott, C. L. Doane and L. A. Palmer.

BALTIMORE

The land, sawmill and some other property of the Norva Land & Lumber Company, which went into the hands of receivers several months ago, were sold Mar. 30 at Norfolk, Va., at public auction. The purchaser was David Baird of Camden, N. J., who was president of the company and who is a well-known lumberman. Some lumber and other assets will be disposed of by public sale in the near future.

Fire on the night of Mar. 20 destroyed the sawmill of the Tygart's River Lumber Company at Mill Creek, near Elkins, W. Va., entailing a loss of fully $100,000. The mill, which had a daily capacity of 85,000 feet, had been in operation ten years, and gave employment to several hundred men.

David T. Carter, a hardwood dealer and exporter, who spent a week recently in Pickens, Weston, and other places in West Virginia, reports stocks small, bad weather having interfered with operations of the mills.

At the monthly meeting of the managing committee of the Baltimore Lumber Exchange held Monday afternoon, Apr. 1, only routine business was transacted, there being nothing of special moment to come up.

COLUMBUS

The Dodson Saw Mill & Lumber Company of Columbus was incorporated with a capital stock of $50,000 to deal in standing timber and lumber. The incorporators are E. Dodson, L. C. Dodson, C. W. Seaman, A. M. Seaman and Wm. Butler.

The Union Wholesale Lumber Company of Youngstown was incorporated with a capital stock of $50,000 to deal in lumber. The incorporators are W. H. Palmer, J. E. Nutt, A. G. Sharp, R. H. Jacobs and G. J. Franks.

The planing mill at the corner of Vine and Armstrong streets, Columbus, that has been operated for the past twenty-five years by S. K. Brown has been sold to E. A. Prentice, formerly treasurer and general manager of the East Side Lumber Company. Mr. Prentice will resign his position with the latter company, and will devote his entire attention to the mill work business. The purchase price was $15,000.

A hearing will be held here Apr. 15 by the Interstate Commerce Commission for the purpose of taking votes in the dispute as to the lumber rates from West Virginia points to Central Traffic Association points.

The members of the Columbus Builders' & Traders' Exchange held a membership luncheon Mar. 26, and plans for moving into the new exchange building on Third street were discussed. E. A. Roberts, secretary of the Ohio State Association of Builders' Exchanges made an address.

The Nigh Lumber Company of Ironton, O., has resumed operations at its mill after a shutdown of some little time. The company received a large shipment of logs which came out of West Virginia on the recent high-water.

J. K. Sowers of the Sowers-Leach Lumber Company says hardwood prices are ruling firm and the volume of business is good. He says there will be an active demand for lumber in the future.

R. W. Horton of the W. M. Ritter Lumber Company says the volume of trade is bad for this season, but that prices are ruling firm. There have been advances in the lower grades of hardwoods, such as oak, poplar and chestnut. The factory trade is buying better. Dry stocks in the hands of manufacturers and jobbers are light.

M. A. Hayward of the M. A. Hayward & Son Company says that hardwood flooring is in good demand. Advances have been made recently, and stocks are said to be very light. He looks for a good trade in the near future.

CINCINNATI

The Executive Board of the Hardwood Manufacturers' Association of the United States has been called to meet at the Sinton Hotel in this city at 10:30 A. M., April 9. President DeLaney has started an innovation this year by advising all members of the association in advance regarding this meeting, and inviting every opportunity for members to place before the board matters to be considered by the association during the year. Any member of the association in the city at that time is invited to attend this meeting.

Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, recently spent a day out of the city on a rush trip. He reports very bad weather in the consuming markets, which is delaying the work of the Bureau of Grades. However, he says that the consuming factories appear to be getting busy, and are looking for connections for lumber deliveries.

Manufacturers of hardwood, who have offices in Cincinnati, have been busy with long distance communications with their mills on account of the high waters, especially in the Cumberland and Kentucky river districts. The water has gone higher than for many years. A number of booms have broken loose, and the high water is still causing shut-downs. The inability to sawmill is still being continued.

If wood block paving still has as many opponents as it had under the last administration, the present regime is due to come in for its share of the old controversy. City Engineer Waite announced recently that he favored wood block for paving, and that he would recommend its adoption wherever practical. He also announced that he had practically completed a revision of the old wood block specifications.

Probably the most important feature of the revised specifications is that they will permit the use of creosote oils such as are used in the preservation of wood blocks abroad. Probably a lighter oil than has been used here will be required, though the specifications will permit of alternative oils. The requirements will be that the oil be a distillate creosote oil, free from carbon. A number of minor changes are also being made in the specifications.

B. F. Kipp, receiver for the Standard Millwork Company, has again advertised for sale the plant as a going concern, either in whole or parcels. However, a committee of creditors headed by A. B. Ideson subsequently met, and decided to buy the concern in. The appraised valuation exclusive of materials is $251,426.78.

TOLEDO

The Buckeye Furniture Company of Toledo has been remodeled and is now one of the finest retail factory furniture houses in the country. This concern has for years done an extensive wholesale business and is known throughout the country. About a year ago it opened a retail department here, and the business has grown to such an extent that new quarters were necessary. It is the intention in the future to sell direct from the factory to the home.

Fire of unknown origin damaged the Canton House Furnishing Company of Canton, O., to the extent of $35,000 recently. The loss on the building was $10,000.

"The situation just now is a little peculiar," said Frank Spangler of the Frank Spangler Company, although acknowledging that prospects have been better than for years past. "Just now there is very little doing, although there is plenty of figuring and inquiries are thick. Spring stocks are just commencing to come in and very little is being done save preliminary work attendant upon the spring season."

The Booth Column Company, which was formerly incorporated under the laws of Arizona for $50,000 capital has re-incorporated under the laws of Ohio with an authorized capital stock of $35,000. The concern which does business in Toledo, organized under the laws of Arizona originally because of the old double liability law which prevailed in Ohio. The abolition of this feature in Ohio is responsible for the reorganization while the new taxation law is a feature which brought about a reduction of the capital stock. The concern is doing a prosperous business and there has been no change in its management or conduct of affairs aside from securing a charter in this state.

MEMPHIS

Reorganization of the E. Sondheimer Company has been made, following the dismissal of the receivers. Max Sondheimer continues as presi-

dent of the company and Rudolph Sondheimer as treasurer. The new men who have been taken into the official family of the company are T. O. Vinton, president of the Bank of Commerce & Trust Company, as vice-president and R. H. Allen, an expert accountant, as secretary. It is learned on reliable authority that arrangements have been made with all the creditors of the firm. These provide for the payment, at an early date, of all claims under $500, and installments on all indebtedness amounting to $500 or more. The first installments on the latter are to be paid at the same time the smaller debts are liquidated in full. The company proposes to continue business as before the receivership. Its mills are in operation and it will continue to have its offices in Memphis. Yards will be operated at Cairo and milling operations will be conducted in Louisiana and Arkansas.

George O. Friedel, F. J. Blackwell, R. A. Taylor, Norman M. Byars and Ben L. Capell are the incorporators of the Memphis Poplar Products Company, which has just made application for a charter here. The capital stock of the new concern is $10,000.

One of the most important timber land transactions put through recently in the Mississippi valley has come to light through the announcement by the Singer Manufacturing Company of the purchase of 48,000 acres of land in Madison Parish, La., heavily timbered with oak, elm, ash, cypress and gum. The consideration is understood to have been $17.50 per acre. No plans for the development of the timber on this property have been announced yet. The Singer Manufacturing Company manufactures all the wood-work of its sewing machines, and is also an extensive maker of furniture. It has been a large buyer of gum and other hardwoods in the Memphis territory for a number of years.

At a dinner given here recently by the Memphis Manufacturers' Association many new members were received. There were talks by President S. B. Anderson, Secretary John M. Tuther, Owen Lilly and other prominent members of the association, upon the work to be undertaken by the organization. Co-operation was the principal theme, and it is certain that all of those engaged in the manufacturing line here will work to the end that Memphis may increase its prestige and profit as a manufacturing center. Plans will be made now for space for a permanent exhibit of Memphis manufactured goods, and a traffic bureau will be established which, it is estimated, will result in a very great saving in freight bills. There will also be an effort made to look after legislative matters in so far as these touch the manufacturer.

NASHVILLE

Standing committees for the Nashville Lumbermen's Club to serve during the year have been named by President Hamilton Love as follows: Transportation: A. B. Ransom, C. M. Morford and T. A. Washington; Credit and Claims: Olin White, Earl Bartholomew and H. M. Greene; Resolutions: J. H. Baird, A. Loveman and F. M. Hamilton; Trade Ethics: Henderson Baker, T. B. Johnson and D. Weaver; Market Conditions: P. J. Lovenhart, Lee Alford and C. T. Dews; Membership: C. E. Hunt, T. N. Dunlap and M. C. Ewing.

The Southern Commercial Congress held its annual session in this city last week. "The South's Agricultural and Educational Recovery" was the general keynote of the meeting. Many prominent men of the South were on the program for the general sessions and special conferences.

The Tennessee Manufacturers' Association was recently formed at a meeting held in Nashville by several hundred representative business men from all sections of the state. The purpose of this association is to generally promote the industrial interests of the state. The question of taxation will receive particular attention. Capt. C. S. Mitchell of Chattanooga was elected president of the organization. T. F. Bonner of Nashville, and S. B. Anderson of Memphis, were among the vice-presidents elected. Resolutions were adopted favoring a repeal of the Tennessee back tax laws, and advocating a revision of the present state tax laws to equalize burdens.

Recent floods, which have been the worst known in this immediate section for many years, have caused heavy losses among local lumbermen and loggers above here along the Cumberland river and its tributaries. Much lumber and many logs have been washed away, while several local and rural lumber plants have had to suspend operations temporarily because of high waters.

It is expected that this spring and summer will see a material increase in the volume of local building operations. Already builders are fifty per cent ahead of the same time of a year ago, and numerous plans are being made for extensive operations, while contracts are already in hand for many buildings.

The Sibler Lumber Company, Nashville, Tenn., has been incorporated with a capital stock of $5,000. The incorporators are M. R. Sibler, J. H. Turner, W. L. Mitchell and others.

The Sharp-Flanigan-Hamilton Furniture Company of Nashville, has been incorporated with a capital stock of $40,000, as a successor to the W. D. Hamilton Furniture Company of this city. The incorporators are Reed Sharp, M. T. Flanigan, W. D. Hamilton and others.

INDIANAPOLIS

The Superior court has appointed the Aetna Trust & Savings Company receiver for the Decco Veneer Company on suit brought by the Crescent Paper Company.

The Indiana State Board of Forestry has decided to plant 75,000 hardwood trees on the state forestry reservation at Henryville.

The Cline-Wilt Lumber Company has been organized at Portland by A. E. Cline, Mary J. Cline and F. W. Wilt to conduct a lumber manufacturing business. The company has been incorporated with a capital stock of $15,000.

The Indianapolis Commercial Club has appointed a special committee to investigate all questions of interest regarding lumber, sash, doors, mouldings and boxes.

The Gem Manufacturing Company has been organized and incorporated with an authorized capitalization of $10,000 to manufacture woodenware and furniture. Those interested in the company are W. O. Hall, J. H. Johnson and F. B. Moreland.

BRISTOL

The Hassinger Lumber Company, which is running a large band mill near Bristol, obtained a new charter of incorporation last week, fixing the capital stock of the company at $250,000.

The Stone-Huling Lumber Company is ready to begin work on its new three-story brick planing mill, which will be 150x200 feet.

John J. Hager, who operates a mill in Unicoi county, Tennessee, was a visitor in Bristol this week and announced that the government had reported for purchase a tract of 6,000 acres of timber in Unicoi county, Tennessee, belonging to him. The timber is to be included in the Appalachian forest reserve.

The Bristol Door & Lumber Company is installing new dry-kilns and will double the capacity of its present kilns. The company reports a heavy demand for its hardwood millwork products in the East.

The Clear Fork Lumber Company is now operating a large band mill at Unicoi, Tenn. The company purchased a 7,000-acre tract of timber from the Brodshaw interests and is doing business on a large scale.

LOUISVILLE

Though prospects of good weather are encouraging lumbermen, attention of late has been concentrated on the results of continuous rains and floods. In Louisville the damage amounted to little or nothing, one or two mills on the point, the exposed portion of the city, being put out of commission temporarily. The worst losses in Kentucky were suffered at Hickman, where the levee broke and allowed the Mississippi to pour its pent-up waters into the town. The Mengel Box Company of Louisville has large mills at Hickman, and these were invaded by the flood. Losses will be confined to damage to the machinery by water and to interruption of business. Records in the offices were not damaged, and finished material in the mills was removed without loss.

The Louisville Hardwood Club has adopted a plan which seems certain of producing good results. Members of the club are to read papers on subjects of importance to lumbermen, one paper, followed by discussion, to be read at each meeting. The first to be read was that of Mart Brown of the W. P. Brown & Sons Lumber Company, who is president of the club. It was a splendid discussion of the office systems used by this firm in handling matters which ordinarily prove hard to work out. The talk of the president was cordially received, and was declared to have been the best ever heard by the club.

The old fight against the payment of drayage charges for transferring freight from the terminals of the Illinois Central to yards of firms not on the tracks of that road has begun again. Lumbermen have received notice from Crutcher Brothers, a transfer concern, that a charge of one cent per one hundred pounds will be made hereafter for transfers of this kind. Hardwood men have promptly replied that they will not pay the charge, and have notified the Illinois Central that if this charge is to be made, they will have shipments from competitive points routed over another line, and shipments from non-competitive points switched, preferring to pay a switching charge to having it drayed at their expense. It is not expected that the railroad will insist on the charge being made.

Mahogany has reached a boom stage, according to local information. Manufacturers have been unable to get enough stock with which to supply their trade, and prices have been going up rapidly. One of the worst features of the situation from the standpoint of the producers is that steamship rates have been advanced, extremely high rates prevailing on shipments of logs and lumber to foreign ports. Hence producers under contract to deliver logs abroad, are handling the business without profit. Quartered oak men believe that the boom in mahogany will benefit their product.

J. D. Bolton, who has had charge of the wholesale department of the W. P. Brown & Sons Lumber Company, has been forced to give up active work on account of trouble with his eyes. He is now under treatment, having returned to his home in Chicago.

S. B. Taylor of Buffalo, who was in Louisville recently, said that the traffic congestion in that part of the country is extremely bad, and that the railroads have been holding up coal shipments on account of strike prospects, with the result that movements of all commodities were greatly delayed.

The Louisville Hardwood Club expects to put a baseball team in the field this year. Stuart R. Cecil of the Booker-Cecil Company, who is himself an excellent player, is chairman of a committee which is looking into the project.

The Louisville Veneer Mills has let contracts for the installation of electric motors in its plant to the James Clark, Jr., Electric Company of Louisville. Thirty-five motors with an aggregate horsepower of 425 will be installed.

ST. LOUIS

Curtis P. Jennings, manager of the Berthold & Jennings Lumber Company, reports an encouraging outlook for the spring and summer hardwood trade.

The Cremer Lumber Company of this city will erect a large hardwood lumber plant at Crossett, Ark., to consist of a saw and planing mill, and probably a box factory. It is planned to have the mill completed and in operation early in the fall.

No business was transacted at the meeting of the Lumbermen's Club, which was held at the Planters' hotel on Tuesday evening, Apr. 9. Instead there was a special exhibit of Spearman Lewis' Panama canal pictures.

The executive board of the Lumbermen's Club of St. Louis held a meeting on Mar. 20, at which a number of matters of interest, connected with the administration of the club's affairs were discussed.

NEW ORLEANS

Charles E. Davis, for three years lumber department manager of the Mengel Box Company, at Louisville, has been lately appointed salesmanager of the Richland Parish Lumber Company, Rayville, La., and will also handle the output of the company's mills at Hickman, Ky., and Mengelwood, Tenn.

J. B. Richmond has recently completed the building of a circular sawmill two miles from Pine Prairie, La. The mill has a daily capacity of 20,000 feet. Mr. Richmond owns considerable timber land in that vicinity, and expects to market his product in the new oil town near his plant.

The hickory mill of the Branch Lumber Company at Church Point, La., has been placed in operation, after being shut down for several weeks to undergo repairs.

The new hardwood mill of the Arkansas Lumber Company at Turkey Creek, La., is rapidly nearing completion, and will be ready for operation in about thirty days. It will be under the management of G. G. Walker of Eldorado, who will also have charge of sales. The mill is of a single band type and will have a daily capacity of 70,000 feet. The company owns 19,000 acres of timberland in that vicinity.

MILWAUKEE

H. M. Halsted, manager of the Milwaukee branch of the Fullerton-Powell Hardwood Lumber Company, has moved his offices from 1313 Majestic building to 1306 in the same building.

James Reilly, a wealthy retired lumberman, passed away at his residence in Milwaukee on Mar. 30 at the age of seventy-nine years. Mr. Reilly, before coming to Milwaukee in 1894, owned a lumber manufacturing plant at Stevens Point, Wis., in company with A. E. Bosworth of Fond du Lac. He is survived by a widow and one daughter, Mrs. Hamilton Levings.

The Schroeder Timber Products Company of Milwaukee has been incorporated with a capital stock of $24,000 by Henry H. Schroeder, Fred J. Schroeder and W. J. Markey. The first two incorporators are members of the John Schroeder Lumber Company of Milwaukee.

The Green Bay Show Case Company of Green Bay has disposed of its capital stock recently issued. The company has decided to remain in Green Bay and enlarge its plant.

Engineers for the John Arpin Lumber Company of Grand Rapids have completed their survey for a big dam which the company will erect on the branches of the Chippewa river in the town of Radisson. The structure will be thirty-two feet high. Building operations will start at once.

The Hardwood Products Company of Neenah has been awarded the contract to provide all the heavy veneered oak doors and interior woodwork for the new state capitol building of Utah.

The sawmill of the Brooks & Ross Lumber Company at Schofield is in operation after a close down while repairs were being made.

The Phoenix Manufacturing Company of Eau Claire, manufacturer of sawmill equipment, has shipped a large consignment of mill machinery to Hong Kong, China.

The Barker & Stewart Lumber Company mill property at Ashland has been purchased by C. J. Warner, representing large Pittsburgh coal interests. It is understood that $250,000 will be spent for improvements, and that the property will be used for dock purposes.

The Holt Lumber Company of Oconto has placed its sawmill in operation. New equipment and new safety appliances have been installed in the plant.

The sawmill of Chizek, Shanda & Shuber at Kellnersville was destroyed by fire recently, entailing a loss of $4,000. No insurance was carried. The mill will be rebuilt.

The International Hoist Company of Antigo has purchased a four acre site, and will erect a modern plant which will cost at least $25,000. The company manufactures loggers and contractors' hoists, elevators and gasoline engines.

The Standard Manufacturing Company of Appleton has purchased the plant of the Wisconsin Cabinet Company of Fond du Lac. The plant will be remodeled, and will be operated under the firm name of the Standard Combination Door Company. A specialty will be made in the manufacture of a recently patented storm and screen door.

DETROIT

The Purdy Lumber & Manufacturing Company has been incorporated with a capital stock of $25,000. The stockholders are Charles W. Purdy, W. A. Parks, Charles Norman and George J. Baumgartner.

The Hartwick Lumber Company has increased its capital stock from $60,000 to $125,000. The company has purchased 720 feet of frontage on the east side of Vanilla avenue extending through the belt line railroad, and will establish an east side branch on the site. An office will be erected at Jefferson and Vanilla avenues.

The Grace Harbor Lumber Company has purchased the lumber yard of the State Coal & Lumber Company, Greenwood and Holden avenues. H. Wilfred Leitch will continue as manager of the yard. The Grace Harbor Lumber Company now has four yards and has purchased land for a fifth in Highland Park.

The E. W. Leech Company a few days ago filled an order for thirty carloads of white ash, soft elm and walnut.

Improved weather conditions have bettered railroad service but there are yet many complaints heard among hardwood dealers relative to consignments being held up. The principal trouble at present is to secure delivery of cars after they have reached the city.

Great improvement is shown in the flooring trade industry, orders and inquiries being more plentiful than two weeks ago. The Thomas Forman Company and the Dwight Lumber Company report that business is now moving along briskly, and that prospects are bright for a very busy season.

The Hardwood Market

CHICAGO

Two factors have commanded the attention of the local trade more than any others during the last week or ten days. Of equal importance as effecting elements are the local strike of some four thousand carpenters and the appalling flood situation in the South, which makes the matter of deliveries a very questionable one. The strike started April 1, at which time about four thousand men walked out, effectively tieing up practically all of the finishing jobs in the city. As a consequence, while interior finish houses are in a majority of cases booked with orders to their capacity, they are entirely unable to deliver their stuff, and as a consequence are not running as they should under ordinary circumstances, and naturally are not buying any hardwood lumber.

There has been considerable pressure brought to bear from various sources among which the Chicago Lumbermen's Association was the most prominent, with a view of conciliation between the contractors and men. While nothing definite in the line of settlement has been accomplished, it seems likely that some agreement will be reached by the end of this week. There is little likelihood that the strike situation will continue for any considerable length of time.

The impossibility of guaranteeing delivery of southern stock has worked a considerable hardship on a great many local wholesalers. While there is satisfaction in carrying a book full of orders, deliveries must necessarily be made to pay expenses, and deliveries of southern stock from the regions effected by high water are practically nil. Northern shipments, however, are coming in in good quantity.

There is every likelihood of a much firmer trend of prices in the immediate future. The Chicago representative of one large firm, whose mills are located in the flooded area, has just had instructions not to sell any southern stock without securing a three or four dollar increase over old prices. Another favorable feature of the present situation is the likelihood that trade will be prolonged pretty much through the summer season, and the results should be, with the generally low dry stock, that considerable increases in price should not only be consummated, but maintained.

Except for such industries as are effected by the local strike, there is a continued improvement in Chicago business, and with the strike situation cleared up, as it undoubtedly will be in the near future, there should be no difficulty in placing orders of good volume and at satisfactory prices.

NEW YORK

The hardwood market at New York shows a fair trade at satisfactory prices. The demand for stock is general, and while no boom is looked for, advances seem to point to a very fair spring market. Dry stocks in good lumber are not plentiful, and prices are holding stiff. Low grades are also moving more freely.

BUFFALO

There has been quite a little improvement within the past two or three weeks in the local hardwood trade. Yards are doing a normal business again and there is every prospect that trade will continue to show improvement during the next few weeks. Dry stocks are very short, this being the chief source of complaint at all yards. Prices have advanced slightly in consequence of this shortage.

The firmness of the market is most marked in plain oak, which sells readily. Quartered oak is slow. Other hardwoods show a fair activity, especially birch, maple and ash. The poplar movement is mostly in the lower grades, which are strong.

PHILADELPHIA

There has been no radical change in the hardwood situation during the last fortnight. Stocks at mill ends continue low and until the weather becomes settled are likely to remain so. Dealers find it easier to sell than to buy. Although the volume of business for the fortnight is some lighter than during the early part of March, trading holds steady and prices remain firm. Standard woods continue scarce, and in demand, and low grades and culls are being cleaned up.

Gum leads in demand and price. Red and white oak are good sellers, and quartered oak keeps well to the fore. Chestnut continues a leader, followed closely by ash. Poplar is improving. Birch and beech show more life. Cypress has many calls, and maple keeps a good reputation. Taking the situation as a whole, the outlook is encouraging for a profitable season.

BOSTON

Some improvement has been shown in the demand for hardwood lumber. Reports relative to prices vary, as they have for the past few months. Manufacturers of hardwood lumber with a surplus of certain kinds and grades are said to be seeking business by reducing prices, while others who are short are firm holders. A few good orders are being placed. However, buyers have been conservative in their operating methods for so many months that it will take some time yet for them to change their policy. Plain oak is held with more firmness and the demand is large. Quartered oak is in better shape than it has been, but the demand is not active. The lower grades of whitewood are selling freely, but the best selections are still inclined to move slowly. Cypress is moving in a fair way, although the demand is not active. Veneers are in fairly active demand and a larger demand is expected therefor.

BALTIMORE

The hardwood situation presents the peculiar condition of small stocks and comparatively low prices. Prices are higher than they were last year, except in some items, though there is a decidedly firmer tone throughout the list. Unfavorable weather has greatly reduced the production of lumber. Most of the mills have been idle for months, and even of late heavy rains have prevented a resumption of activity. The heavy roads have prevented the hauling of lumber to railroads and logs to the mills. It does not appear that there is any shortage of logs. However, stocks of lumber ready for the market are so small that quotations might be expected to go appreciably higher. The demand during the past two weeks has shown a gratifying evidence of expansion, though salesmen still find determined efforts necessary to get orders. No important changes in quotations have taken place, the chief advance being in export lumber, which is considerably absorbed by the higher freight charges. The foreign outlook, clouded for a time by the British coal strike, is more encouraging now that every prospect of an early resumption of work at the collieries exists. Good dry oak is in brisk demand both here and abroad, and the holders of such stocks are certain of fair returns, though no record prices are being realized. All other stock are in moderate request, with the range of prices steady and the tendency toward higher levels. Wagon oak planks are bringing record prices and would be in still more urgent request but for the labor trouble in England and on the Continent. However, as far as the Continental markets are concerned, those of Germany afford an attractive outlet for American hardwoods.

COLUMBUS

Trade during the past fortnight in local hardwood circles has been more active, due no doubt to improved weather conditions. The tone of the market is satisfactory. Prices are still ruling high and firm, and advances have been made recently in the lower grades of oak, poplar and chestnut. Indications are active for building operations during the coming season, plans and specifications having been prepared for a large number of structures in Columbus and vicinity.

Dry stocks in the hands of manufacturers and jobbers are not large, and stocks in the hands of dealers are only fair. Manufacturing establishments are now buying better, and for prompt shipment. Oak is in good demand in every location. All sizes and grades of poplar are selling well, with the exception of the wide sizes which are a drag on the market. Chestnut is firm, and advances have been made in No. 2 common and sound wormy. Other hardwoods are steady.

CINCINNATI

The hardwood market has assumed the color of the sellers' market. There is a scarcity of hardwood boards, while the demand is good. Highly figured white oak is in light request from furniture manufacturers and builders of bar-room and bank deposit interiors. Heavy oak of tie and like dimension is in good demand. Chestnut is in good call, but heavy and rough stock is in an unfair light. Low-grades are plentiful, and prices are low. Sound, wormy chestnut is active in wide, clear stock. Ordinary sound wormy is plentiful but prices remain low. Red gum is in good demand. Poplar in manufacturers' grades, is in active call as also are poplar box boards; low grades are moving freely. Red and white birch is plentiful with prices equal to the demand. Mahogany is active. Foreign buyers are in the market for oak boards, thick white ash, red gum and American walnut.

TOLEDO

There has been no great change in the hardwood situation here in the past month. Most dealers are looking forward to a record breaking season, basing their judgment on the plans now under way for large investments of various kinds in Toledo during the coming summer. Spring stocks are arriving daily, and local yards are fairly well stocked up, although hardwood lumber is none too easy to secure. The heaviest demand just at present is for factory consumption, all kinds of hardwoods being in demand.

INDIANAPOLIS

The local market has been a little stronger during the last fortnight, largely due to improved weather conditions. Inquiries have been coming in more freely and a few fairly good contracts have been placed. Prices are still steady, with no indications of an early advancement. It is the general belief that a few weeks of good weather will develop a good trade.

MEMPHIS

The growing scarcity of hardwood lumber is resulting in increased independence on the part of sellers, and also in higher prices. It was predicted several months ago that there would be an acute scarcity of southern hardwoods before the end of spring. However, the combination of a largely increased demand, and very much reduced production, resulting from heavy rains and the overflow of the Mississippi, have brought about this condition earlier than was anticipated. Meantime, there has been a more independent attitude on the part of sellers, who are asking higher prices for their lumber than have been obtained for several years. There is a splendid demand for plain red and white oak at any price, and red gum is selling very readily at higher prices than a short time ago. Sap gum is also moving with considerable freedom. The lower grades of gum are getting scarcer and correspondingly firmer. The upper grades of cottonwood are moving at pretty full prices, but the strongest feature of the cottonwood list is low-grade stock, which is in urgent demand, and which is bringing unusually good values. Ash is moving reasonably well, and the movement of cypress is improving somewhat. Quartered oak is bringing better prices than a short time ago, and there has been some increase recently in the demand therefor.

NASHVILLE

There has been a noticeable improvement in the local hardwood market during the past two weeks. Buyers are manifesting increasing interest, and orders in encouraging volume are coming in, including a number for export. Hardwood flooring concerns are meeting heavy demands for their products from domestic and foreign points. Consuming factories and railroads are actively on the market. The retail trade is doing all possible to augment their stocks preparatory to the spring and summer demands which, according to all indications, will be very heavy. Hardwood stocks appear especially broken, and are not generally adequate to supply the demand. The long continued general and heavy rains have been a serious drawback to mill operations and logging interests, and heavy losses have resulted from the high waters in this territory. There is a strong demand for all the grades of hardwoods, both high and low, but the latter are especially active. Higher grades are firm. Red and white oak, and low-grade poplar and chestnut are in good demand. There is a fair sale for hickory and ash. Quartered oak shows little change, but the higher grades are in somewhat better demand. There are good calls from the box manufacturers, who are using more cottonwood than formerly.

BRISTOL

The lumber trade in this city and section continues about the same. Prices are no better. However, the general belief is that prospects are now brighter than for some time past. The movement of stock will be heavier this month than since last year, unless more serious trouble develops in the car situation.

LOUISVILLE

Underlying business conditions are excellent, as far as the hardwood trade is concerned, but actual business is greatly restricted on account of the physical conditions under which lumber has been handled. In the first place, wholesalers have been unable to get lumber in from the mills, a car shortage in this section, as well as bad weather, which limited manufacturing operations, having been responsible for this. Yard work has naturally been held back by frequent rains, and shipments which have been made have been delayed in transit by the congested condition of lines north of the Ohio river. Thus, while the opportunity for business is excellent, lumbermen as a rule are not in a position to make the most of it.

Plain oak continues to hold the center of the stage, thick plain white being very scarce. Plain red oak is more plentiful as a rule, although certain items are short. Prices on plain red oak are somewhat lower than quotations on white oak, which have advanced. Poplar has been less active recently, especially the upper grades. Common poplar is still in excellent call. Quartered oak is expected to improve in demand and

possibly in price, as a result of the big upward movement of mahogany. How far this will progress is yet uncertain. As soon as weather conditions settle and the traffic situation is straightened out, hardwood business ought to be in tip-top shape.

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Manufacturers of
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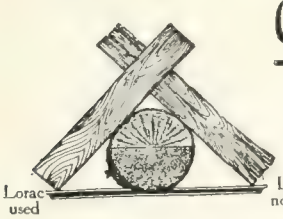
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ST. LOUIS

There has been a fair volume of trade in this market during the fortnight. A number of carload orders have come in from Texas and southeastern points, and a better trade than usual is expected during the spring and early summer months. Building here and in the larger towns in the South, judging from contracts already placed and the numerous inquiries coming in, looks as if it would be of record-breaking proportions. Nearly all items in oak stocks are becoming scarce. No. 1 common white, in particular, is hard to get. Holdings in gum in lower grades are light and the same conditions prevail in the lower grades of cottonwood. There is a little more activity shown in quartered oak and the price is stiffening. The cypress trade is fair.

NEW ORLEANS

The rush of homesteaders to Louisiana is having a remarkable effect on existing conditions. It is now possible to see wagons loaded with lumber and furniture making daily trips from some city or town plant to the country, where new homes have been located by the people from other sections of the country.

The demand for the lower grades of hardwood is unusually strong and prices have advanced. However, stocks are light and badly broken, and there has been no opportunity to replenish them owing to the bad weather. The outlook for a good spring trade in the upper grades is bright. The situation in the export trade is one of cleaning up, and considerable progress is being made in getting delayed shipments forward.

MINNEAPOLIS

The spring weather that has prevailed in the Twin Cities has resulted in more inquiries at the factories, and a better feeling exists as to the outlook.

Owing to the floods in the Mississippi valley, southern hardwoods have strengthened materially in price, this being especially noticeable in thick white oak, and all thicknesses of high-grade stock. All low-grade hardwoods are in good demand, but high-grade basswood is rather weak. There seems to be no demand whatever for rock elm of any grade or thickness.

DETROIT

Conditions in the Detroit hardwood market show considerable improvement. With the return of more favorable weather a good demand has developed for hardwoods, and many dealers are having difficulty in getting dry stock. The automobile factories are again working full time, and are taking large quantities of soft maple, oak and white ash. Prices continue fairly strong. The quiet spell in the hardwood flooring industry has apparently been replaced by a period of activity, and flooring manufacturers predict a busy season.

MILWAUKEE

The arrival of spring weather seems to have done much to instill new life into the hardwood market. Business is much better, inquiries are increasing and the prospects are exceedingly bright. The spring building season is well under way in this city, and reports from retail yards about the state show that there will be plenty of building carried on this spring all over Wisconsin. Sash and door factories are buying more freely, and manufacturers in other lines are beginning to stock up.

The apparent shortage in several lines of dry hardwood lumber has done much to stir dealers to action. The feeling is strong that prices will go higher. Dry stocks in upper-grade birch are practically exhausted.

The use of redwood seems to be growing in Milwaukee. This line is taking the place of certain lines of hardwood in interior finishing work. The redwood market is holding firm for high-grade stuff, although lower prices are being received for inferior stock. Prices in general are lower in the redwood field than in other woods.

LIVERPOOL

Business in this market is still being very much interfered with on account of the coal strike, and unless this is settled shortly, trade will be at a complete standstill in this market. Arrivals have been heavy during the past fortnight, and a number of carloads have been shipped direct from the quay to the consumers. In many cases consumers have been anxiously awaiting supplies.

Round hickory has been imported freely and has been sold at advancing prices. Three or four parcels of round ash were also sold, but the quality was hardly up to the requirements of this market. Therefore prices received for same were no criterion of the market's firmness. Buyers here require tough white ash—something that will compare with the tougher grown English timber. Three-inch prime white ash is in demand, and offers should meet with a ready response. No 1 common, 2 1-2, 3, 4 and 4 1-2 inch stock are being sold, but a demand is springing up for a wider average than is generally imported.

A few good sales have been recorded for oak planks. Railway companies are again buying heavily, and stocks are running very low. Birch is very scarce, the only stocks on hand being very poor. The mahogany position is exceedingly firm, and higher prices are being realized all along the line.

GLASGOW

Business in this market has shown no improvement. The coal strike is still unsettled, although the government is making a strong endeavor to bring it to an end. The steamship Marina has arrived from Newport News and Baltimore with a large quantity of railway and wagon oak planks, also oak boards, canary whitewood boards, etc. Oak planks in this ship are very good, both in manufacture and quality, and if railway facilities were available for removing the stock, it would quickly go into consumption. However, most of it is still lying on the quay. Oak boards have been fairly well sold, considering the strike. The lower qualities of canary whitewood boards are now a drug on the market, large quantities having been imported recently. This wood, especially in the lower grade, seems to be out of favor, mainly owing to the cheapness of Gaboon mahogany, which is being imported in increased quantities.

The steamship Irthington has arrived from New Orleans with the usual assortment of hardwoods. A noticeable feature of these vessels is the increased quantity of mahogany flitches and boards which are being imported. Perhaps a little lull in these shipments would improve the demand and also the price. Oak boards and planks in this ship have not sold freely. No hickory logs have arrived and a few carloads would sell well.

The shipbuilding trade still continues busy. The cabinet trade is very quiet, no contracts of any account having been placed recently. The wagon builders are fairly well employed, but, like others, cannot get delivery of their requirements in lumber, castings, etc. In the joinery business, trade has been fair.

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Have had charge of Michigan lumbering operations—now about competed. Would entertain management of lumber operation.

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An experienced man to take charge of the operation of a large equipment of Standard dry kilns. Address "BOX 41," care HARDWOOD RECORD.

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500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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This timber and land can be bought, fee simple, at a very low figure. For further information consult JAMESVILLE LBR. & PULP WOOD CO., 109 N. 22nd St., Philadelphia, Pa.

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We are in the market for mill cuts.
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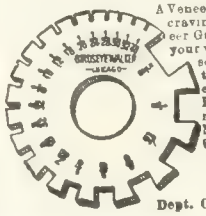
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We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

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Will you not permit us to submit samples for your inspection?

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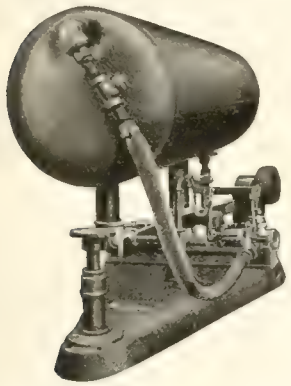
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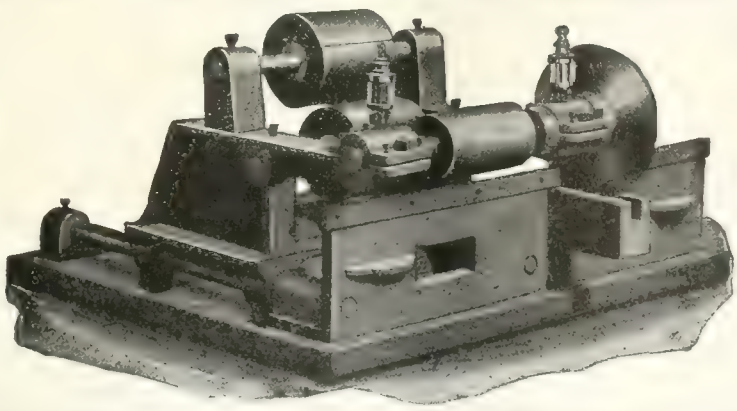
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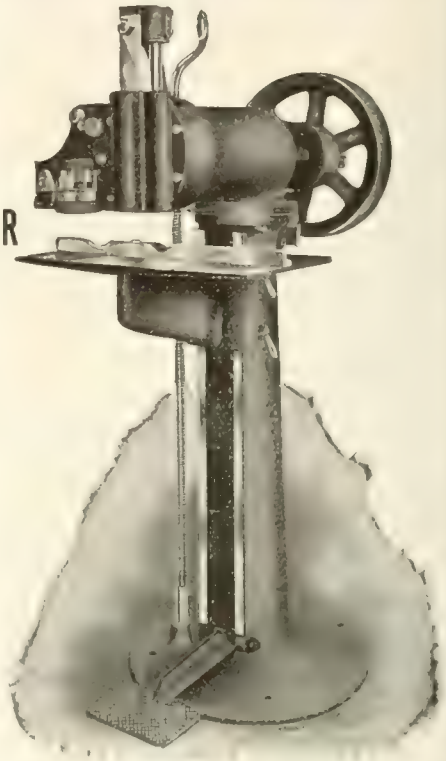
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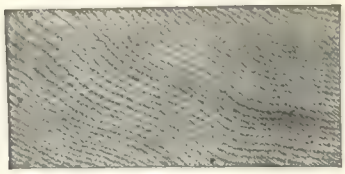
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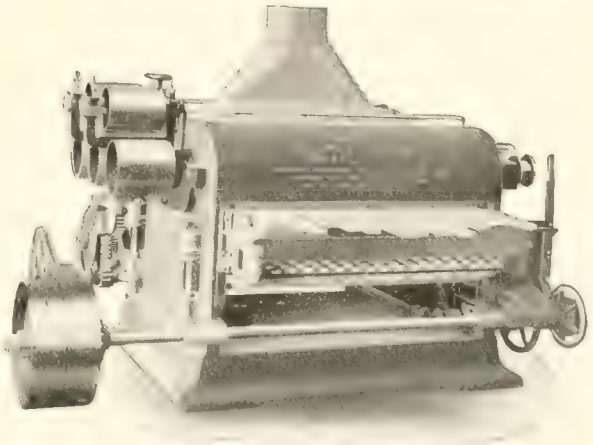
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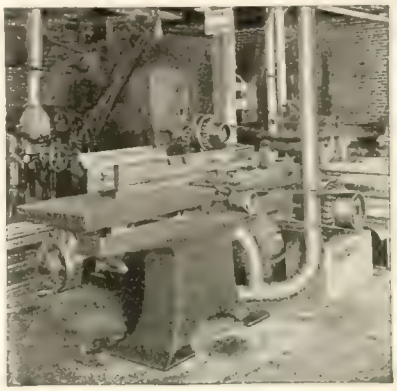
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THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.
SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.
Panels for Chicago trade carried at 1140 West Lake Street, Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y. — NEW YORK OFFICE, 200 Fifth Ave.

LEADING **VENEER** MANUFACTURERS OF THE U. S.

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. ***Wausau, Wis.***

KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY
General Offices, KANSAS CITY, MO.

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING
Huntington, West Virginia

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT CHERRY **VENEERS** ASH MAPLE
AND HARDWOOD LUMBER

Let us send you Stock List **FORT WAYNE, IND.**

BASSWOOD

Rotary Cut Veneers
or
Built up Basswood Panels

Let us figure on furnishing what you require, while we have a stock of nice winter-cut logs.

Get quality by sending to

The Cadillac Veneer Co.
Cadillac, Michigan

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplars
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"..85,000
4/4 Panel & Wide, No. 1, 18" & up.....15,000
Clear Saps.....25,000
Selects.....19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds
Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY
DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

SOFT ELM	BIRCH
14,000' 5/4 No. 1 Com.	60,000' 4/4 No. 1 and 2 Com.
20,000' 5/4 No. 2 Com.	15,000' 5/4 No. 1 Com.
25,000' 5/4 Log Run.	25,000' 5/4 No. 2 Com.
8,000' 6/4 No. 1 Com.	100,000' 5/4 No. 1 Com. & Bet.
15,000' 8/4 No. 1 and 2 Com.	17,000' 6/4 No. 1 Com. & Bet.
200,000' 6/4 Log Run.	
BASSWOOD	**MAPLE**
20,000' 4/4 No. 1 Com.	300,000' 4/4 No. 3 Com.
15,000' 4/4 No. 1 and 2 Com.	15,000' 5/4 1sts & 2nds
40,000' 6/4 1sts and 2nds	10,000' 6/4 No. 1 & 2 Com.
25,000' 6/4 No. 1 Com.	40,000' 6/4 No. 1 Com. & Bet.
20,000' 6/4 No. 2 Com.	60,000' 8/4 No. 3 Com.
	200,000' 12/4 No. 3 Com.

WE ARE IN A POSITION TO CONTRACT FOR THE FOLLOWING:
3,000,000 feet Maple. 1,000,000 feet Basswood.
1,000,000 feet Elm. 1,000,000 feet Birch.

Von Platen Lumber Co.
Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	10/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
72000	4/4 Pl. White Oak 1s & 2s	26000	8/4 Cottonwood Log Run.
143000	4/4 Pl. White Oak 1 Com.	112000	4/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	26000	5/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s	48000	6/4 Cypress Shop & Better.
47000	4/4 Qtd. White Oak 1 Com.	31000	8/4 Cypress Shop & Better.
12000	8/4 White Ash 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
13000	10/4 White Ash 1s & 2s.	27000	4/4 Gum 1s & 2s Sap.
		25000	4/4 Gum Boxboards 13"-17".
		38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood,** Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4 cars 4/4" No. 2 Common Quartered White Oak
1 car 3/4" No. 1 Com. and Bet. Qrtd. Red Oak
1 car 3/4" No. 1 Com. and Bet. Plain White Oak
1 car 2½" No. 1 Com. and Bet. Plain White Oak
2 cars 4/4" No. 2 Common Quartered Red Oak
1 car 4/4" 1s-2s Poplar
5 cars 4/4" No. 1 Common Poplar
2 cars 4/4" Log Run Ash

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.
FORT WAYNE, - - - - - - - INDIANA

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, · TENNESSEE

Otis Manufacturing Co.

Importers and Manufacturers exclusively of

Mahogany

NEW ORLEANS, LA.

We are located at the logical point for importing and manufacturing Mahogany from Honduras and Mexico.

Our 30 years' experience and modern saw mill and dry kiln enable us to sell pretty low. An inquiry for quotations will prove this statement.

CONNELLY HARDWOOD LUMBER CO.

DEALERS IN

HARDWOOD LUMBER
OAK AND MAPLE FLOORING

10 cars 1" No. 1 Common Red and White Oak
10 cars 1" No. 1 Common Sap Gum

YARD AND OFFICE

18th and Indiana, KANSAS CITY, MO.

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

H. H. HITT LUMBER CO.

FALKVILLE, ALABAMA

WIDE WIDTHS OAK AND POPLAR. WE HAVE FOR QUICK SHIPMENT:—

4/4 1s & 2s Plain Red Oak, 10-11½" wide	11,000 ft.
4/4 1s & 2s Plain Red Oak, 12" & up wide	17,500 ft.
4/4 1s & 2s Plain White Oak, 10" & up wide	11,500 ft.
4/4 No. 1 Common Plain Red Oak, 10-11½" wide	10,000 ft.
4/4 No. 1 Common Plain Red Oak, 12" & up wide	10,500 ft.
4/4 No. 1 Common Plain White Oak, 10" & up wide	10,500 ft.
4/4 No. 1 Common Poplar, avg. 10" or over wide	75,000 ft.
4/4 Panel Poplar, 18" & up wide	26,000 ft.
4/4 Wide Box Poplar, 13-17" wide	21,000 ft.
4/4 Narrow Box Poplar, 9-12" wide	13,500 ft.

BAND SAWN TENNESSEE RIVER VALLEY STOCK
WRITE US FOR OTHER STOCK



VENEERS—
Williamson Veneer Co.
Baltimore, Md.

HARDWOOD FLOORING
IN
OAK, BEECH, MAPLE, BIRCH
HARRIS MANUFACTURING CO., JOHNSON CITY, TENN.

THE F.T.PEITCH COMPANY
CLEVELAND, OHIO.

PLEASE TAKE NOTICE

Our specialty is—serving the Factory and Mill trade with satisfactory Lumber.

WHAT DO YOU USE?

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

WE WANT TO MOVE 60,000 FEET 13/16 X 2¼ FACE CLEAR PLAIN WHITE OAK FLOORING. INQUIRIES SOLICITED.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

A FEW ITEMS OF DRY STOCK

We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

Ask Us for Prices

Himmelberger-Harrison Lumber Co.

Specialists Red Gum

Mills at **Morehouse, Mo.**

Sales Offices **Cape Girardeau, Mo.**

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

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OAK FLOORING

A GUARANTEE OF PERFECTION

THE ALTHAUSER-WEBSTER-WEAVER LUMBER CO.

INCORPORATED

Nashville, Tennessee

MANUFACTURERS OF

HARDWOOD LUMBER

WOOD CONSUMING PLANTS ATTENTION

Our band mill will saw for you Quartered Oak to suit your requirements. We solicit your inquiries for special contracts.

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BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

OAK, GUM, CYPRESS, Etc.

We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.

Lumbermen's Building ST. LOUIS, MO.

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The Foremost Hardwood Market of the East

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH, and CHESTNUT
1075 CLINTON STREET

Anthony Miller
HARDWOODS OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH, AND POPLAR
932 ELK STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

T. Sullivan & Co.
Specialties:
Gray Elm, Brown Ash
PACIFIC COAST FIR and SPRUCE
2 ARTHUR STREET

G. ELIAS & BRO.
HARDWOODS
WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, FIR, LUMBER, TIMBER, MILLWORK, BOXES, MAPLE AND OAK FLOORING.
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED WHITE OAK
940 ELK STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

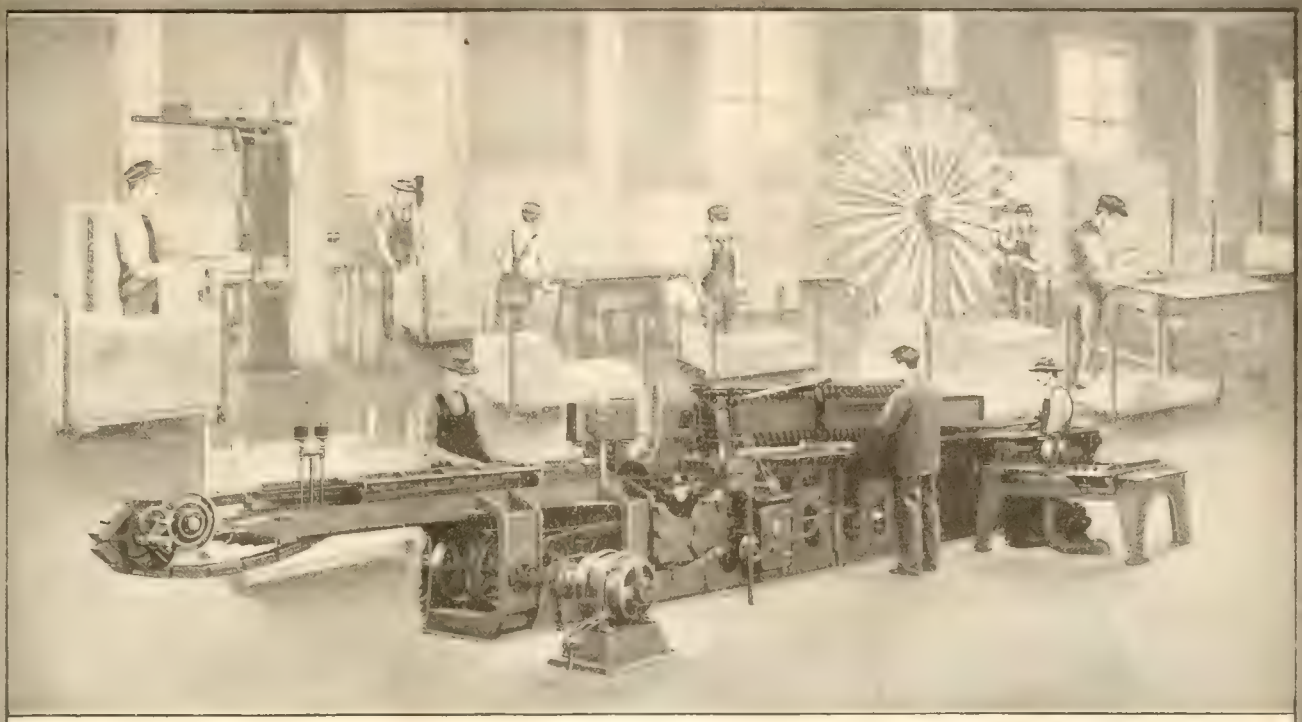
Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD LUMBER
1142 SENECA STREET

I. N. Stewart & Bro.
Specialties:
CHERRY AND OAK
892 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo



Every Operation Costs Money

Ever realize in making glue joints that every man that handles your lumber, every operation that is made, adds to the cost of producing your product? It makes no difference what kind of a jointing or clamping method you use, your labor and glue costs can be reduced **two-thirds** by jointing, glueing, uniting the lumber into panels and sizing them by one simple operation on the

Linderman Automatic Dovetail Glue Jointer

Fifty per cent to Seventy-five per cent of the Lumber is taken from the Cut-off Saw

Compare your own methods of jointing lumber, which takes four to five operations; then consider the "Linderman" way of taking nearly all the lumber direct from the cut-off saw, completing the panels to the exact width, without lumber waste, on but one machine and at one place, you will realize the economy of floor space by eliminating several machines and operations, and the increased efficiency it offers by getting the jointed panels through the factory without congestion.

There is No Varnish Line Over Taper Wedge Dovetail Joints

The new "Linderman" making the Taper Wedge Lock Joint is proving in factories producing solid furniture, such as extension tables, chairs, case goods, refrigerators, coffins and caskets, and other lines, that it makes solid joints with better success than were made with the clamping process. One extension table manufacturer by installing a Linderman increased his output 20%, saved five men and uses 70% less glue than he formerly did.

Do you want to see the lumber you now burn and sell for kindling wood go into your product? Do you want to make two to eight dollars on every thousand feet of lumber you buy? Do you want to produce stronger glue joints and save hundreds of dollars every year? Then merely write us and we will prove to you how the "Linderman" will accomplish it in your factory.

Linderman Machine Co.

Muskegon, Michigan

1100-1200 Lake Street

90 West Street
New York City

Woodstock
Ontario

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

W.M. RITTER LUMBER CO.

COLUMBUS, OHIO

Poplar Bevel Siding—Mouldings—Dimension Strips

ALSO COMPLETE STOCK OF HARDWOODS IN THE ROUGH

Western Sales Office, 919 Fisher Bldg., CHICAGO, ILL.

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W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.

Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER

ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

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